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- 1—Freight can be saved in substantial sums, if shipments are being made LCL from factory, or if a distant warehouse is used.
- 2—Nearness of stocks encourages customers to buy. Manufacturers who force their trade to wait for a week or two lose orders to those who have a convenient supply close at hand.
- 3—Sometimes storage space is scarce at the plant, and stocks can be scattered at strategic spots throughout the country. Often this is cheaper than building or using valuable factory space.
- 4—In the event of fires or strikes at home, stocks in warehouses close to the market make it possible to serve customers without interruption.
- 5—Fire insurance is almost always less in a warehouse than in the factory.
- 6—A uniform manufacturing operation can be carried on throughout the year, on seasonal goods, and stored in warehouses for the sales period. This reduces cost of manufacture as overhead and expense are constant.
- 7—Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.
- 8—Warehouse receipts can be used for financing. This is considered excellent collateral by banks and these assets are separately considered.
- 9—Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.
- 10—Local traffic matters are studied and freight shipments given best routing. Ordinarily, it is difficult for the most efficient traffic department to know all changes in distant parts of the country.
- 11—The warehouseman will keep you informed of local tax, legislative and labor conditions, which mean real money to the manufacturer.
- 12—Bonded warehouses for *every* purpose are available, and useful.
- 13—Public warehousing is a tool of commerce that is as beneficial to business as Dun and Bradstreet, transportation agencies, insurance companies, banks and advertising organizations.

R. A. Paulson

The Editor's Page

Frozen and Canned Foods

LAST year, the total sales of frozen foods amounted to only \$13,000,000, the gross volume representing a gain of 60 per cent over the previous year. The development of this market will undoubtedly be more rapid from now on. Reports from various sections of the country indicate that scores of retailers and wholesalers of food products are definitely committed to taking on frozen food lines.

Only recently, a representative of one of the largest salmon canners stated that he believed that 1937 could be counted as the peak year for canning of that product and that from now on that industry would definitely be preparing to have a good portion of its production quick-frozen.

And with canners in other food lines already committed to quick-freezing to take care of the ever-growing demand from institutions and the home owners, obviously there is real merit to the concern voiced by many over the question of how this new trend will affect stocks of canned goods normally carried in storage.

At the present time, holdings of canned peas and corn are ten times and about four times greater, respectively, than at this time last year. Whether this is due to a buying slack because of the depression, or to overproduction or frozen food competition cannot be stated with authority, but regardless, the situation is worthy of careful study.

The canners themselves do not in any way consider the frozen food industry as competition, because they are already in it. They have handled this situation like other thriving industries did when they were faced with competition that might harm them.

Whether the merchandise storage industry is prepared to assume the expense of installing quick-freezing equipment as a stop-loss substitute for the threatened reduction in canned goods storage is highly problematical. Such a move can hardly be expected. There is, however, a chance for such warehousemen to become active in this new field through more active selling of their trucking services for the distribution of such products. This is a vital problem to the frozen food companies and could well be capitalized on by warehousemen.

Cold storage warehouses, after all, are the ones that should be materially benefiting as a result of the growth of this new industry. They are in a position to offer real advantages to those seeking storage and to provide the necessary conditions with the least cost. It will be necessary, however, for the cold storage industry to have laws passed in the various states to make it possible for the frozen food industry to be given the opportunity it desires for placing fuller stocks in storage. Under the present restrictions, quick-

freezing companies are forced to limit their holdings far below what would normally obtain were they allowed wider freedom for storing large quantities of prepared foods, bought far in advance of the market. At the best, only 14 mos. are permitted and in some states only 9 mos. time is given for keeping food in storage.

However, what the cold storage field inherits at the expense of the merchandise field, may be offset by what is afforded through the influx of new canned goods placed on the market. Hardly a day goes by that does not bring announcement of new foods, etc., that are to be canned. Each of these may not measure up as tonnage factors, but in the aggregate they are.

Rail Rates

THOUGH the general impression is that railroads will not approach the I.C.C. in the immediate future for a general emergency increase in freight rates, active consideration nevertheless is being given such a move.

Some rail officials believe, however, that it would be folly to take such a step while others are of the opinion that the needs of the rails are so great as to warrant a new petition to the regulating body.

There has been talk of a new appeal to the I.C.C. ever since the commission handed down its so-called unfavorable decision in the ex parte 123 case. The discussion reached its height immediately before the rail association met in Chicago late in April. A move toward additionally higher rates was considered at that session, but no definite action was taken. The matter has been in the hands of two committees ever since.

It is thought that the railroads will forego asking the I.C.C. for assistance in the immediate future and concentrate toward completion of their drive to cut wages. Despite the opposition this wage drop proposal has generated in the labor ranks, it is thought that it has bright prospects of enactment.

Inventories Not to Blame

THAT inventories were not the prime cause of the recession, even though their accumulation during the Summer of 1937 did much to accelerate the sharp break in sales in the Fall, is one of the important findings of the Business Trend Survey recently completed by the Dun & Bradstreet Research & Statistical Division. This survey is based on the contributed experiences of some 40,000 concerns whose dollar sales volume totalled more than 20 per cent of the nation's business. No one cause can be pointed out in the evidence of the survey as the initiating force of the recession, although several factors are segregated as contributing agents.

The findings after months of analysis pointed to these significant facts:

1—The extent of the upswing in sales of goods was greatest in manufacturing and least in retailing.

2—Inventories in manufacturing are half again larger than wholesaling and retailing put together.

3—Inventories at the end of 1937 were \$5.3 billion greater than at the end of 1935.

4—Wholesalers seem to keep inventories in closer relationship to sales than either manufacturers or retailers.

5—Credit sales dominate manufacturing and wholesaling, but over 60 per cent of retailing is on a cash basis.

6—Instalment sales increased greatly in 1936, not so much because of shifts from other methods as because the instalments were used mostly in trades having the greatest sales increases.

7—Manufacturers' and wholesalers' accounts receivable decreased during 1937, but retailers' investments in receivables expanded by 7 per cent.

The foregoing are only some of the conclusions which emerge as one examines the details of the survey data. Some of them will not be surprising, but others may suggest new interpretations of recent trends. Back of them lie many estimates not elsewhere available, as for example dollar volume estimates of manufacturers' sales, and national totals for inventories.

Stop Talking and Start Working

YOUR editor observed Flag Day by taking time out to inspect the new luxury trains—the Pennsylvania's Broadway Limited, and the New York Central's 20th Century, equally famous and well-known, on display in New York.

During the 2-day preview, more than 75,000 persons gave these new modernistic 16-hr. New York-Chicago streamliners the once-over. Everything from the tip of the locomotive noses to the rounded observation car ends with clever color schemes to suit every taste, varying with rooms for the single individual to family suites with private dining room which were just coaxing to be used. Interconnecting phones, individual radios, mail box in each car, air conditioning, indirect lighting and a thousand new gadgets to entice you to use the last word in luxury railroad travel.

Only one thing is old-fashioned and they couldn't get rid of it—it had to be there—the law says so. The Interstate Commerce Commission requires that railroads include a saw, hammer and chisel in a little glass box in each car in case of accident, and the only piece of wood in the entire train is the top of the bar.

Speaking of accidents—alongside the twin New York Central's trains is displayed the E. H. Harriman Memorial Medal awarded to this railroad in recognition of its outstanding safety record of handling 800,000,000 passengers without a passenger fatality in a train accident in 14 successive years.

Maybe Mr. Pullman could streamline the I.C.C. a bit and give our railroads a chance to run their own business for a while.

These rolling works of art prove that some people have quit talking and have gone to work. Maybe that's what this Country needs.

N.F.W.A. Summer Meeting, July 9-14, at Grand Beach, Mich.

The summer meeting of the National Furniture Warehousemen's Assn. will be held July 9-14 in the Golfmore Hotel, Grand Beach, Mich. Grand Beach, besides offering cool lake breezes, is accessible, being a short distance from Michigan City, Ind. Formal announcement of the meeting was made late in May.

The summer meeting will hear a report from a new committee formed to study storage warehouse obso-

lescence. This committee consists of S. S. David, chairman, David Storage & Moving Co., Chicago; E. G. Mooney, Hartford Despatch & Warehouse Co., Hartford, Conn.; C. A. Aspinwall, Security Storage Co., Washington, D. C.; O. W. Thomas, A-B-C Fireproof Warehouse Co., Kansas City, Mo.; Fred Kedney, Kedney Warehouse Co., Minneapolis, Minn.; and Ernest H. Milligan, Lee Brothers, Inc., New York City.

I.C.C. Against Return of "Car Spotting" Fees

A statutory Federal court at Chicago has denied motions by five major industries in the Chicago area which sought to amend final decrees against them in the litigation involving the Interstate Commerce Commission's ruling on the subject of terminal allowances for "car spotting" services. The I.C.C. had asked for denial of the plea of these industries for the return of funds accumulated by the rails during the pendency of this litigation.

In a brief filed with three judges hearing the case before a Federal district court, the commission contended that the industries have "no right to the impounded funds" because the essence of the group's rulings outlawing payment of "spotting" allowances had been fully sustained.

The I.C.C.'s right to issue "cease and desist" orders banning such payments was upheld in the U. S. Supreme Court in three separate decisions and this resulted in the Federal court at Chicago vacating interlocutory injunctions restraining enforcement of the I.C.C.'s orders and entering a final decree upholding the rulings of the group. Following entry of the court decree against them, the industries filed motions seeking to amend the order and to direct payment to them by the rails of the terminal allowances which were set up on their books in special accounts while the interlocutory injunction was in effect.

The court, in entering its final decree, permitted the rails to retain these sums. The interlocutory injunction was entered in the summer of 1935, when the industries first attacked the "cease and desist" orders of the commission.

The five industries involved in the action are Acme Steel Co., Inland Steel Co., Chicago By-Products Coke Co., Interlake Iron Corp. and the American Steel Foundries.

The amount involved is believed to run well over \$1,000,000. The industries sought to collect these impounded allowances on the ground that the rails had not withdrawn tariffs providing for such payments.

The commission stated in its brief asking denial of the plea of the industries: "It is inconceivable that this court should award to losing litigants funds accumulated from the subject matter of the controversy. Such action would amount to rewarding the plaintiffs for bringing and prosecuting suits not well grounded in equity and would be contrary to all principles and practices in such courts."

Colorado Service Tax Receives Legal Set-Back

Colorado's 2 per cent service tax was handed its first legal set-back in June when the State Supreme Court ruled in a 5 to 2 decision that warehouse businesses in the state are exempt.

The court's decision to exclude general warehouse and storage services from the act came in a suit brought by Homer F. Bedford, state treasurer, and Bryon G. Rogers, state attorney general, against the Johnson Storage & Moving Co.

The ruling affirmed a Denver District Court decision, which held against a ruling made by Bedford a year ago stating the service tax was effective against such concerns.

The Supreme Court decision had no effect on the constitutionality of the service tax law itself, it was pointed out, but a suit attacking the act's constitutionality is now under advisement in the court and a ruling is expected soon.

National Cannery Convention to Be Held Next January

The National Cannery Convention will be held in Chicago next Jan. 22-27, for the twelfth consecutive year. Headquarters will be at the Stevens Hotel, and food brokers will concentrate at the Palmer House. Combined attendance at the sessions, the association estimates, will approximate more than 12,000 out-of-town visitors. In past years, it was stated, the annual expenditures of these delegates have averaged more than \$1,000,000.

Pacific Coast Port Convention

The 25th annual convention of the Pacific Coast Association of Port Authorities will be held Aug. 17-20 at the Multnomah Hotel, Portland, Ore. Port leaders and shipping heads from cities along the Pacific Coast will attend. A. H. Averill, vice-chairman of the Portland Commission of Public Docks, is president of the association.

West Coast Shippers Extend Present Base Rates on Canned Goods, Dried Fruits

The Pacific Coast European Conference, San Francisco, has announced present base rates of 70 cents and 75 cents per 100 lbs. on canned goods and dried fruits have been extended on a contract rate basis through the 1938-39 season. This contract basis, effective May 1, is an innovation in the tariff, as these items now move on a non-contract basis. The non-contract basis will be 10 cents higher in all instances. Contracts will expire April 30, 1939. These rates cover shipments from the Pacific Coast to ports in the United Kingdom and the Continent.

Effective May 1, the Conference discontinued Cardiff and Leith as base ports, and placed them on the arbitrary list.

Traffic Body to Study "Spotting" Proposal

A special committee of the National Industrial Traffic League recently met in New York City to consider the suggestion of the I.C.C. that the rails voluntarily cancel terminal allowances to industrial concerns for "car spotting" services.

Industrial concerns are opposed to absorbing an additional switching expense, especially after having recently taken an increase in freight rates. But there

is a hesitancy on the part of the special committee members of the traffic league to discuss the matter at any length until some solution to the problem has been worked out. This hesitancy is due somewhat to a fear on the part of the shippers that an effort is being made to circumvent the rulings of the I.C.C. on this subject, which they are not attempting to do. The I.C.C. has issued cease and desist orders, in specific instances banning terminal allowances for spotting services, and has been upheld in this matter by the United States Supreme Court.

U. S. Flag Service from Alien Ports to Lakes Proposed

Feasibility of direct American flag steamship service between Great Lakes ports and foreign countries will be a principal subject for discussion at the port hearings which the maritime commission will hold in Milwaukee, July 26 to 28.

Methods of improving and facilitating ocean shipments out of the central states via Atlantic gulf and Pacific ports, also will be discussed.

Time Rule for N. Y. Pier Storage

Importers billed with storage for consignments remaining on steamship piers in the port of New York after the lapse of 10 days allowed by the Maritime Commission as free time, have been reminded that the charges are computed on calendar days, which includes Sundays and holidays. They do not count in the period following discharge of a vessel during which goods may be removed without such charges. The rates fixed by the steamship lines range from 2 cents per 100 lb. for the first 5 days and increase for each similar period thereafter. Because of the inclusion of Sundays and holidays the charges are on a par and sometimes exceed those applying at warehouses, it is reported.

Asks Federal Guaranty on Rail Problem

A Federal guaranty to pay the railroads the difference between what they earn and 3 per cent on valuation, was urged by Duncan J. Kerr, president of the Lehigh Valley Railroad Co., at the recently held annual dinner of the Hazelton, Pa., Chamber of Commerce, as the "only solution of the railroad problem which will put men back at work, start the heavy industries and save the banks and other institutions" which have large railroad bond holdings.

Mr. Kerr contended that under such a plan the greater part of the guaranty would be used to give men work and would be somewhat similar to the plan that was in effect in the guaranty period of 1920. He added that the plan has been recommended to the President by a number of his advisers.

The new streamlined electric locomotive recently displayed to the public by the New York, New Haven & Hartford Railroad, weighs 432,000 lbs. and is capable of hauling 1,200 tons at 80 m.p.h. Six twin motors, developing 3,600 hp. are used



GOVERNMENT OWNERSHIP OF TRANSPORTATION MUST BE AVOIDED

An Interview with

J. W. PETERS

Manager, Traffic Follow-Up
Department, Delco-Remy Div.,
G.M.C., Anderson, Ind.

WE must avoid at all costs, government ownership of rail lines. Should it ever come about, the government would unquestionably need to take over all other forms of competing transportation. The result would be chaos and bankruptcy. Sound, sensible and friendly coordination and cooperation of the various existing forms of transportation are essential in the solving of this problem.

That a crisis exists in transportation today is admitted by every one who is the least bit familiar with the subject. For years the railroads had a monopoly on transportation and they continue to handle possibly 80 per cent or more of available traffic. Consequently, we must look to the rails for our answer to the transportation problem.

By that I mean to say that whatever may be done particularly by way of legislation affecting the rails must inevitably be done sooner or later in connection with the other forms of transportation.

At the present time there is invested in the United States in the transportation machine, approximately \$60,000,000,000. Of this amount, \$26,000,000,000 is invested in rails, \$20,000,000,000 in motor vehicles, \$10,000,000,000 in highways and possibly \$1,000,000,000 in waterways. In addition to this there is an investment of a considerable sum in our airways.

In looking at the railroad capitalization we find that the common stock of the rail carriers is represented by an investment of \$7,350,000,000, or approximately 28 per cent of the total value. The funded debt amounts to \$11,500,000,000, or 45 per cent of the value. There is capitalized about \$7,150,000,000, or 27 per cent of the value of the lines.

Certainly with a showing like this one, no one can accuse the

If rails are not soon placed on a sound footing, government ownership and perhaps operation will be inevitable.

rail carriers collectively of watered stock or over-capitalization. In fact, no lesser an authority than the Inter-State Commerce Commission in its recent decision in the increased rate case, pointed out specifically that in its estimation the rails were not over-capitalized and that their difficulties were not due to excess financing.

There are a number of things, however, which have a tremendous influence on the earnings of the rail lines. Taxes have increased enormously in recent years. For the year 1936, almost \$320,000,000 was paid in taxes. This represented 7.9 per cent of carriers' revenues. For 1935, taxes approximated \$237,000,000. It will be noted from this that the increase in taxes for 1936 over 1935, amounted to almost \$83,000,000. Now if you are to capitalize just this increase in taxes at 4 per cent, you will find that you will secure a figure slightly over \$2,000,000,000. In other words, if it were not for the fact that continuing increasing taxes are taking more and more of the carriers' revenues, there would not be such great pressure on the funded debt of the railroads. Rail carriers would be in position to easily earn the required interest moneys.

There still continue to be unregulated competitors who not only take business away from the rail lines, but in many instances force rail lines to carry much business at rates considerably lower than would be in effect were it not for the unregulated competition. I refer particularly to waterways and to some extent the airways.

There is also the matter of relationship between truck transportation and rail transportation. Mr. Walter Bochstahler, president, Keeshin Transcontinental Freight Lines, said recently in a public ad-

dress, "Rail terminal costs are considerably higher than truck terminal costs, but rail line haul ton-mile costs are so much lower than truck line ton-mile costs, that any system of pricing based even remotely upon costs will automatically throw the price advantage to the railroads at not such very great distances."

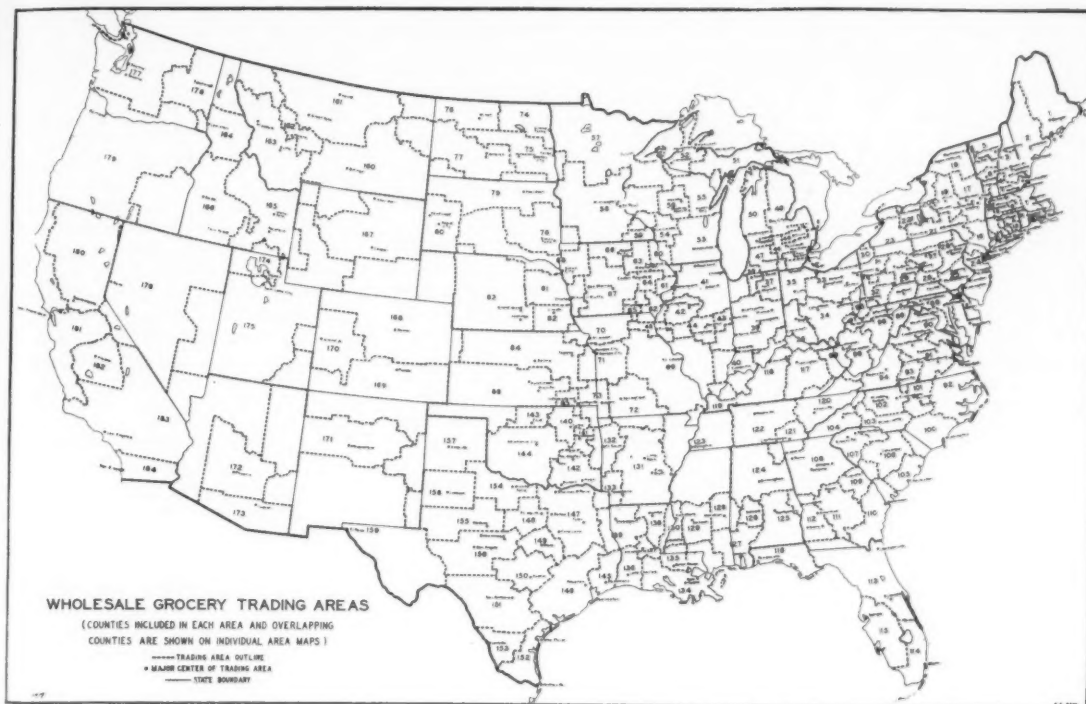
Here we have the president of a great trucking organization stating publicly what many thoughtful students of transportation have long known. When we once bring such situations into the light and sit down to work them out through some equitable method, placing the traffic where it can be most eco-



nomically handled, we will go a long way in the direction of solving our difficulties in the rail versus truck dilemma.

The railroads themselves have many avenues open to them for improvements, which will reduce considerably their operating expenses. Exhaustive experiments and tests have shown conclusively that the Diesel-switch engine operates at a 75 per cent reduction over the cost of steam-switch engine operation, and while it is operating at the enormous reduction expense of fuel, it is also doing more work than the steam locomotive could do. The fuel cost of switch-engine operation on class one railroads in the United States is approximately \$35,000,000 annually. A 75 per cent saving on this amount is no small sum. One tank car of fuel oil will generate as much power as will twelve cars of coal. Repairs on steam-switch engines cost approximately \$45,000,000 annually. On Diesel engines this is reduced 50 per cent. Engine house expenses are over \$16,000,000 annually, and consists of cleaning fires, handling ashes, cleaning grates, boiler washing, etc. This is eliminated practically entirely with the Diesel locomotive.

(Concluded on page 52)



STORAGE FINDS THE CENTERS OF BUSINESS RADIATION

Department of Commerce divides nation into 184 zones for wholesale grocery distribution, each with one or more trade hubs

DESIGNED to point out key points for wholesale grocery distribution, the Department of Commerce has prepared an atlas dividing the nation into 184 geographical zones of various sizes and shapes, each with one or more cities designated as trade hubs.

Warehousing of groceries for the wholesale trade was a major factor in determining the boundaries of a zone. It was concluded by the government experts that storage naturally finds the center from which business radiates.

In some instances, overlapping of trade areas was indicated, with the explanation: "Trading area boundaries are not high walls over which trade cannot pass; rather, they mark spheres of greatest influence, frequently bordered by regions from which the center in question draws some trade which are primarily related to some other center."

The atlas describes trade zones in terms of central cities, and cities and counties which might be regarded business watersheds; it pictures each of the 184 areas separately, in their relation to the states in which they are located, and in their position in a map of the United States.

The following explanatory notes are included in the document:

"The trading area maps and supplementary market data tables presented in this report are offered as tools for the more effective analysis of the markets for wholesale grocery products. Market analysis must necessarily be made in terms of geographic units, which are provided herewith.

"The major uses of these wholesale grocery trading area maps are (1) In the opening up of new territory, through (a) the selection of distribution centers, (b) the allocation of territory to them, (2) in the checking over of territories already in use.

"When a manufacturer desires to extend the sale of his products into new territory, he is faced with the immediate problem of selecting centers for bases of operation, and determining what area shall be assigned to each. These maps provide ready-made areas which may be adopted without change, or with some adjustments in the light of the manufacturer's individual problems.

"Furthermore, in the preparation of annual sales budgets, some dissatisfaction may have been noted in the allocation of territory the previous year. Such allocation may then be reviewed in the light of the

delineation of territories in this atlas, the possible cause of differences in the two set-ups being studied in detail. Final decision as to the areas to be used may then be based on knowledge of existing conditions rather than guesswork.

"Further application of these wholesale grocery trading area maps may be suggested by this very simple outline of their use. Wholesale grocers may use them in checking their own areas, as being either too large or too small for most effective operation. Research economists and advertising

agencies may use them as does the manufacturer in establishing new sales areas or checking old ones. Anyone concerned with the commercial position of particular cities may use this material in the measurement of their relative importance.

"In order to avoid the possibility that anyone might think a particular wholesaler's practices are described in this illustration, an hypothetical trading area, as well as an hypothetical wholesaler, is used.

"Suppose city B, with annual full-line wholesale grocery sales of about \$10,000,000, is situated 100 miles from city A with annual full-line grocery sales of about \$25,000,000. The trading area maps show that city A's area includes 20 counties and extends about 75 miles toward city B. The area of city B, on the other hand, extends 25 miles toward city A, or until it adjoins A's area, but about 75 miles in the opposite direction, where it does not meet such strong competition. The area of city B covers 15 counties.

"Suppose also that a wholesale grocer in city B has been covering the territory within about a 50-mile radius from the city. He obtains a copy of this atlas, and naturally turns to the area delineated for his own city. He notices first that the area is not circular, and that his own area extends beyond its boundaries toward city A, and is short of its boundaries in the opposite direction.

"His next move is to study his records in detail, particularly those of his accounts located in the counties outside B's trading area as shown in the atlas. He compares the percentage of his total sales obtained from each of these 'outside' counties with the percentage obtained from counties within the atlas' area and having about the same number of inhabitants. This comparison shows that he receives a much smaller proportion of his business from these 'outside' than from similar 'inside' counties.

"He then compares the proportion of the total grocery business of each 'outside' county (computed from the data presented in the atlas) represented by his sales, with the corresponding figures for similar 'inside' counties. He finds here that the 'outside' percentages are much smaller than the 'inside' ones.

"As his next move, he studies his accounts located in these 'outside' counties. He notices that many of them show relatively small transactions, scattered at irregular intervals. He then asks himself the question 'Are those sales worth the salesmen's time and delivery expenses?' Before he makes final answer to this question and decides

upon his course of action, he investigates the sales possibilities in the counties in city B's trading area which he is not covering. The volume of grocery business, retail outlets, and population are primary considerations. He also looks into the matter of routing salesmen and deliveries.

"After thorough study of all aspects of the problem and considerations involved, he may arrive at a decision somewhat like the following:

"Those counties in which I am over-lapping the trading area of

| Trading Areas | Population, 1930 |
|---|------------------|
| Total | 122,775,046 |
| 1. Bangor, Maine | 287,286 |
| 2. Portland-Lewiston, Maine | 549,096 |
| 3. Laconia-Franklin, N. H. | 174,448 |
| 4. Keene-Manchester-Nashua, New Hampshire | 277,901 |
| 5. Burlington-Barre-Montpelier-St. Johnsbury, Vermont | 226,072 |
| 6. Rutland-White River Junction, Vermont | 85,869 |
| 7. Boston-Brockton-Fall River-Lawrence-New Bedford, Massachusetts | 3,179,763 |
| 8. Worcester, Massachusetts | 545,328 |
| 9. Springfield, Mass. | 457,909 |
| 10. Pittsfield-North Adams, Massachusetts | 142,355 |
| 11. Providence, R. I. | 687,497 |
| 12. New London, Connecticut | 118,966 |
| 13. Hartford, Connecticut | 501,144 |
| 14. New Haven, Connecticut | 546,005 |
| 15. Bridgeport, Connecticut | 386,702 |
| 16. New York City-Jersey City, New Jersey | 9,690,510 |
| 17. Albany-Troy-Schenectady-Amsterdam, New York | 798,382 |
| 18. Plattsburg-Ogdensburg, New York | 217,300 |
| 19. Utica, New York | 372,716 |
| 20. Syracuse, New York | 541,285 |
| 21. Binghamton-Elmira, N. Y. | 610,068 |
| 22. Rochester, New York | 607,543 |
| 23. Buffalo, New York | 1,364,753 |
| 24. Newark-Trenton, N. J. | 1,944,906 |
| 25. Philadelphia-Camden, New Jersey-Reading-Berks, Pennsylvania | 4,269,046 |
| 26. Scranton-Wilkes-Barre, Pennsylvania | 1,134,097 |
| 27. Williamsport, Pennsylvania | 361,367 |
| 28. Harrisburg-York, Pa. | 579,144 |
| 29. Altoona-Phillipsburg-DuBois-Johnstown-Bedford, Pennsylvania | 733,184 |
| 30. Erie, Pennsylvania | 238,257 |
| 31. New Castle, Pennsylvania | 379,921 |
| 32. Pittsburgh, Pennsylvania | 2,376,504 |
| 33. Cleveland-Akron-Canton-Mansfield-Youngstown, Ohio | 3,057,220 |
| 34. Columbus-Zanesville, Ohio | 1,149,591 |
| 35. Toledo-Lima, Ohio | 943,451 |
| 36. Cincinnati-Dayton, Ohio | 1,578,658 |
| 37. Fort Wayne, Indiana | 357,254 |
| 38. South Bend, Indiana | 370,977 |
| 39. Indianapolis-Muncie-Lafayette-Terre Haute, Indiana | 1,807,401 |
| 40. Evansville-Vincennes, Indiana | 699,776 |
| 41. Chicago-Rockford-Joliet, Illinois | 5,587,934 |
| 42. Peoria, Illinois | 399,609 |
| 43. Danville, Illinois | 171,526 |
| 44. Springfield-Decatur, Ill. | 410,552 |
| 45. Quincy, Illinois | 161,821 |
| 46. Detroit-Hamtramck-Pontiac-Ann Arbor-Jackson, Mich. | 2,621,920 |
| 47. Kalamazoo, Michigan | 325,518 |
| 48. Flint, Mich. | 279,506 |

| Trading Areas | Population, 1930 |
|--|------------------|
| 49. Saginaw-Bay City, Mich. | 450,754 |
| 50. Grand Rapids-Muskegon, Michigan | 641,663 |
| 51. Marquette, Michigan | 185,238 |
| 52. Hancock-Houghton-Ironwood, Michigan | 127,013 |
| 53. Milwaukee, Wisconsin | 1,734,022 |
| 54. La Crosse, Wisconsin | 164,988 |
| 55. Green Bay, Wisconsin | 370,184 |
| 56. Wausau-Stevens Point, Wis. | 215,243 |
| 57. Duluth, Minnesota-Superior, Wisconsin | 705,068 |
| 58. Minneapolis-St. Paul, Minn. | 1,974,467 |
| 59. Winona, Minnesota | 201,531 |
| 60. Dubuque, Iowa | 214,189 |
| 61. Davenport, Iowa | 282,686 |
| 62. Burlington, Iowa | 195,395 |
| 63. Waterloo, Iowa | 215,986 |
| 64. Cedar Rapids, Iowa | 172,001 |
| 65. Ottumwa, Iowa | 132,815 |
| 66. Mason City, Iowa | 201,478 |
| 67. Des Moines, Iowa | 817,069 |
| 68. Sioux City, Iowa | 481,583 |
| 69. St. Louis, Missouri | 2,640,250 |
| 70. St. Joseph, Missouri | 444,321 |
| 71. Kansas City, Missouri-Kansas City, Kansas | 1,065,124 |
| 72. Springfield, Missouri | 447,477 |
| 73. Joplin, Missouri | 418,696 |
| 74. Grand Forks, N. D. | 161,923 |
| 75. Fargo-Jamestown-Valley City, N. D. | 235,267 |
| 76. Minot, North Dakota | 149,977 |
| 77. Bismarck, North Dakota | 174,346 |
| 78. Sioux Falls, S. D. | 386,524 |
| 79. Aberdeen, South Dakota | 219,826 |
| 80. Rapid City-Deadwood, S. D. | 74,049 |
| 81. Omaha, Nebraska-Council Bluffs, Iowa | 681,755 |
| 82. Lincoln, Nebraska | 291,684 |
| 83. Grand Island-Hastings, Nebraska | 403,549 |
| 84. Topeka-Salina, Kansas | 622,869 |
| 85. Coffeyville-Independence, Kansas | 103,230 |
| 86. Wichita-Hutchinson, Kans. | 692,944 |
| 87. Wilmington-Dover, Del. | 264,207 |
| 88. Baltimore-Hagerstown-Frederick-Salisbury, Maryland | 1,480,867 |
| 89. Cumberland, Maryland | 167,249 |
| 90. Washington, D. C. | 907,133 |
| 91. Fredericksburg-Winchester, Virginia | 701,496 |
| 92. Richmond-Petersburg-Charlottesville, Va. | 1,089,208 |
| 93. Norfolk, Virginia | 264,717 |
| 94. Lynchburg-Danville, Va. | 468,210 |
| 95. Roanoke, Virginia | 462,264 |
| 96. Wheeling, West Virginia | 390,151 |
| 97. Clarksburg-Fairmont, W. Va. | 127,455 |
| 98. Parkersburg, W. Va. | 705,171 |
| 99. Charleston, W. Va. | 550,144 |
| 100. Huntington, W. Va. | 495,210 |
| 101. Ashland, Ky. | 450,705 |
| 102. Wilmington, N. C. | 676,101 |
| 103. Durham-Raleigh, N. C. | 750,993 |
| 104. Winston-Salem-Greensboro, North Carolina | 349,146 |
| 105. Charlotte, North Carolina | 224,715 |
| 106. Columbia, South Carolina | 569,150 |

city A really do not give me enough business to warrant my covering them in view of the expense involved. Moreover, with some shifting of salesmen's territories and delivery routes we could take in the counties in city B's area which we are not already covering. I think that in time, after some cultivation, we should be able to get a very good volume of business from them. It seems advisable, then to 'ease out' of the first group of overlapping counties and work into the second group considered. I think that as a result we shall have a larger volume of more profitable business.'

"Suppose a middle-western manufacturer of a good line of canned goods, including both fruits and vegetables, desires to extend his markets in New England. Heretofore his only direct contacts have been located in Boston. After looking over the Wholesale Grocery Atlas set-up of territories in New England, he chooses the Hartford area as being a representative sample.

"This area has a population of over 500,000, with one city of over 100,000 and one other of over 50,000 population. Several smaller cities and a rural population of over 150,000 make up the remainder.

"Applying the state percentage of 81.2, shown in table 3 as the proportion of total retail food store sales accounted for by grocery and combination stores, to the area retail food store total sales figure of \$47,424,000, he obtains an estimate of \$38,508,000 for the area's grocery and combination store sales total. He knows that canned goods usually represent 10 per cent of the total sales (the Louisville Grocery Survey gave 6.19 per cent for this figure, but that survey was conducted during the winter and spring when people usually eat more meat than during other times of the year). Judging from his experience in other areas, he thinks that in the course of a few years he should be able to get about one-third of this canned goods business, or say 3 per cent of the grocery and combination store total sales. He knows that he cannot obtain that volume the first year, but thinks it best to set up his potential figure on that basis and work toward it. He thus obtains a figure of \$1,155,240 as his potential retail sales estimate for the Hartford area. Translating this figure into manufacturer's sales by deducting 25 per cent for retail gross margin, and then 10 per cent for wholesale gross margin, he arrives at a figure of \$779,787 as the Hartford area potential sales, in terms of his own sales. As this figure is just a general estimate, he rounds it to \$780,000.

"The next problem is the dis-

tribution of the potential sales figure among the cities and rural areas. As some of the outlets represented in the food store total are predominantly larger-city store types, as delicatessens and dairy products stores, it seems advisable

| Trading Areas | Population, 1930 |
|--|------------------|
| 107. Greenville-Spartanburg, South Carolina | 525,244 |
| 108. Atlanta-Rome-Athens, Ga. | 1,290,151 |
| 109. Augusta, Georgia | 319,376 |
| 110. Savannah, Georgia | 383,149 |
| 111. Macon, Georgia | 520,182 |
| 112. Columbus-Americus-Albany, Georgia | 442,004 |
| 113. Jacksonville-Orlando, Fla. | 784,359 |
| 114. Miami, Florida | 244,751 |
| 115. Tampa, Florida | 393,848 |
| 116. Pensacola, Florida | 182,144 |
| 117. Lexington, Kentucky | 663,165 |
| 118. Louisville, Kentucky | 1,027,672 |
| 119. Paducah, Kentucky | 243,141 |
| 120. Knoxville, Tennessee | 1,131,590 |
| 121. Chattanooga, Tennessee | 432,292 |
| 122. Nashville, Tennessee | 870,149 |
| 123. Memphis, Tennessee | 2,364,526 |
| 124. Birmingham, Alabama | 1,372,192 |
| 125. Montgomery, Alabama | 658,723 |
| 126. Selma, Alabama | 169,050 |
| 127. Mobile, Alabama | 348,342 |
| 128. Meridian, Mississippi | 256,784 |
| 129. Jackson, Mississippi | 360,299 |
| 130. Vicksburg-Natchez, Mississippi | 176,189 |
| 131. Little Rock-Pine Bluff, Arkansas | 907,651 |
| 132. Fort Smith, Arkansas | 292,542 |
| 133. Texarkana, Arkansas | 228,148 |
| 134. New Orleans, Louisiana | 1,211,062 |
| 135. Baton Rouge, Louisiana | 187,671 |
| 136. Lake Charles, Louisiana | 117,659 |
| 137. Alexandria, Louisiana | 127,758 |
| 138. Monroe, Louisiana | 215,259 |
| 139. Shreveport, Louisiana | 513,312 |
| 140. Tulsa, Oklahoma | 440,079 |
| 141. Muskogee, Oklahoma | 147,462 |
| 142. McAlester-Ada-Durant-Hugo, Oklahoma | 280,849 |
| 143. Enid, Oklahoma | 152,497 |
| 144. Oklahoma City, Oklahoma | 1,130,310 |
| 145. Beaumont, Texas | 229,090 |
| 146. Houston-Galveston, Texas | 926,080 |
| 147. Dallas-Corsicana-Paris-Sherman-Tyler, Texas | 1,302,911 |
| 148. Fort Worth, Texas | 376,744 |
| 149. Waco, Texas | 296,498 |
| 150. Austin, Texas | 350,385 |
| 151. San Antonio, Texas | 526,795 |
| 152. Corpus Christi-Brownsville, Texas | 281,030 |
| 153. Laredo, Texas | 75,541 |
| 154. Wichita Falls, Texas | 250,991 |
| 155. Abilene, Texas | 226,842 |
| 156. San Angelo-Brownwood, Texas | 203,508 |
| 157. Amarillo, Texas | 246,247 |
| 158. Lubbock, Texas | 170,136 |
| 159. El Paso, Texas | 332,067 |
| 160. Billings, Montana | 146,875 |
| 161. Great Falls-Havre, Mont. | 143,006 |
| 162. Helena, Montana | 23,234 |
| 163. Butte-Missoula, Montana | 164,667 |
| 164. Lewiston, Idaho | 69,131 |
| 165. Pocatello-Idaho Falls, Idaho | 158,199 |
| 166. Boise-Twin Falls, Idaho | 179,726 |
| 167. Casper-Sheridan, Wyoming | 94,632 |
| 168. Denver, Colorado | 874,206 |
| 169. Pueblo, Colorado | 365,641 |
| 170. Grand Junction, Colorado | 78,336 |
| 171. Albuquerque, New Mexico | 202,191 |
| 172. Phoenix, Arizona | 232,537 |
| 173. Tucson, Arizona | 106,358 |
| 174. Ogden, Utah | 115,191 |
| 175. Salt Lake City, Utah | 446,652 |
| 176. Reno, Nevada | 68,755 |
| 177. Seattle-Tacoma, Wash. | 1,170,633 |
| 178. Spokane, Washington | 330,206 |
| 179. Portland, Oregon | 1,076,252 |
| 180. Sacramento, California | 385,805 |
| 181. San Francisco, California | 2,003,555 |
| 182. Fresno, California | 264,370 |
| 183. Los Angeles, California | 2,797,342 |
| 184. San Diego, California | 270,562 |

to use population as well as food store sales in building an index for canned goods sales. Practically the entire population represents the market for a general-consumption food like canned vegetables and/or fruit. It is of course recognized that some farm population is included in the rural classification, but according to the 1930 Census of Population barely 20 per cent of the rural population of the counties in the Hartford area is reported as 'rural-farm.' Bearing these facts in mind, it is thought best to use both population and retail food store sales data in constructing an index for the distribution of potential sales.

"The population and retail food sales figures under the Hartford area are then converted into percentages of the area totals. These percentages are then averaged, giving them equal weight, to obtain the percentages which represent the indexes of potential sales for the area. Applying these indexes to the estimate of total potential sales (\$780,000) the figures are obtained as the potential sales figures for the various political subdivisions of the area.

"Further application of the Connecticut averages will indicate the approximate amount of the business that will be accounted for by independent and chain stores.

"It should be emphasized that this illustration is merely to suggest an application of these data. No use was made of the general store data, or number of retail food stores, and the total potential sales figure was estimated very roughly."

WAREHOUSE EXECUTIVE AVAILABLE

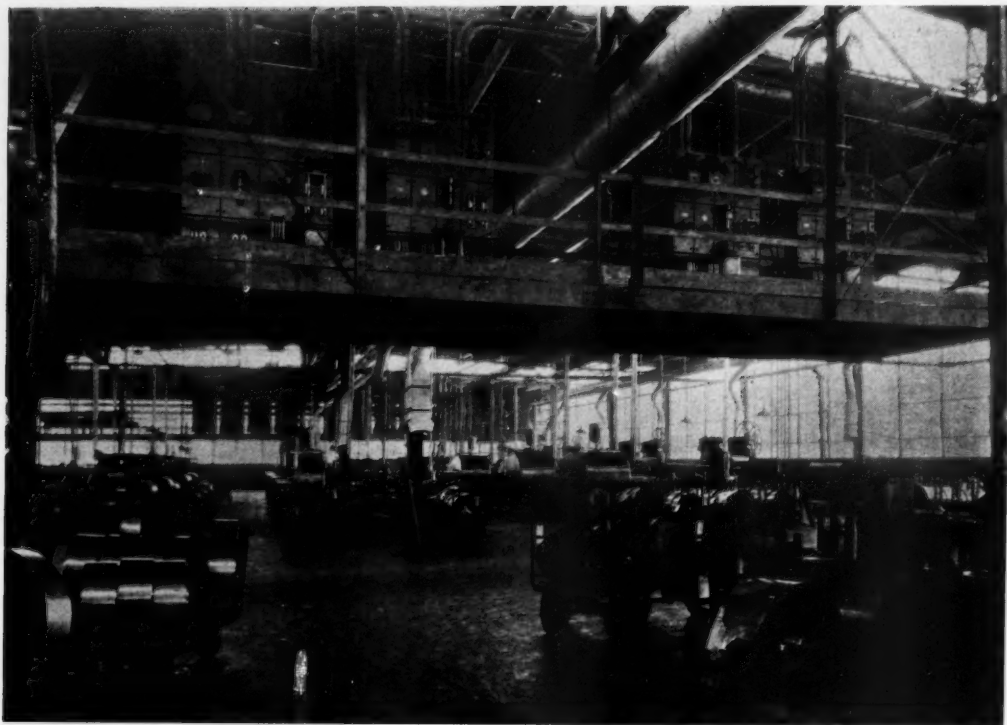
Warehouse executive of 20 yrs. experience seeks a new connection for approximately Sept. 1. Reason for change: Present company contemplates the devotion of its facilities to a new line of business in which this man is not interested.

His experience is broad in warehousing operations, sales and traffic; he is nationally known among shippers and warehousemen and is currently posted on conditions at the principal distributing points.

He offers his services as an executive assistant to a warehouseman contemplating partial or complete retirement or to a national warehouse user who desires to relieve his sales and traffic departments of the details of distribution and warehousing.

Box E-692

D. and W., 249 W. 39th St., New York



Coils of strip steel awaiting shipment at the Riverdale plant

Acme Steel Company

THE OUTGROWTH OF A SINGLE IDEA

—the Protection of Shipments in Transit

AS "great oaks from little acorns grow" Acme Steel Co. has grown from small beginnings. Over a period of more than 50 yrs. the company has made a varied line of products, including hot and cold rolled strip steel and steel reinforcements for shipping packages.

In 1880 the company made its modest start. Today it has a plant on Archer Avenue, Chicago, and another at Riverdale, a suburb just south of Chicago (on the Little Calumet River), where the property consists of 133 acres of land. Acme has branch offices in principal cities; and almost every industry, in some branch of its daily activity, uses one or more Acme products. Spot stocks are maintained at strategic points.

Handling and shipping activities have been reduced to an efficient system. Orders are turned in to the sales department at the General Offices located in the Archer Avenue plant. From there they pass to the order department. If



Butane-electric locomotive powered by two 225-hp. engines

the order is for rolled stock which must be manufactured or processed, the planning department estimates the length of time for the filling of the order and the customer is notified of the approximate shipping date and when it may be expected to arrive at its destination. Necessary papers are then made out, one copy for each processing department, together with route cards which follow the order through from start to finish. If any unforeseen emergency arises preventing shipment on its assigned date, the customer is immediately notified. Promptly on their receipt, rush orders are teletyped to the Riverdale plant, to be filled

and started on their way as soon as possible.

Track sidings run into all the buildings at the Riverdale plant, with loading docks adjacent so that cars may be loaded in the building directly final processing is completed.

Packages ready for shipment are in coils, flat cut-to-length, boxes and strapped on skids, barrels (generally used for small units), coiled strips stacked and strapped in unit-pack, etc. Some shipments, particularly cold rolled stock, are wrapped in waterproof paper and boxed to protect the finish.

Where loading is done into gondola cars, such as coils in unit-pack and single units of large coils, spreader hooks or chains are used in connection with the overhead cranes, while in loading box cars, the fork or ram type of lift trucks do the work.

Overhead cranes are of capacities ranging from 10 to 30 tons. The fleet of electric lift trucks consists of twenty-five to thirty units,

being of ram and fork type, with two crane type trucks.

The plant has a trackage capacity of 62 cars, under cover, in eleven of its nineteen buildings. Besides this, there are outside loading areas with the necessary platform accommodations. The entire trackage on the 133 acres totals 5 miles, including a private switching yard served by the I.C. and the Pennsylvania.

All switching and shunting of cars within the plant property is done with a 60-ton Butane-electric locomotive, built by the Plymouth Locomotive Works. Since the plant uses Butane gas as stand-by fuel in some of its processing departments in case of failure of the natural gas pipe-line from Texas, the Butane fuel is the most convenient and very economical for the switching engine. Ample facilities have also been provided for truck shipments in seven buildings.

As cars are loaded the Butane-electric engine takes them to the private switching yard where either the I.C. or the Pennsylvania engines can readily get them out. There is considerable switching and shunting of incoming cars—some 60 cars of slabs and billets, and from 12 to 15 cars of coal coming into the plant every day. All incoming and outgoing shipments are weighed on a track scale to check the total weight. Material to be shipped is weighed before loading and then checked on the track scale.

Shipments handled from the Archer Avenue plant, where the General Offices are located, are generally confined to smaller items, such as tools for tightening and sealing bands on shipments, also the smaller coils of steel straps, tub hoops, and silverstitch stapling wire, revenue stamp protectors, etc. These are usually shipped in carload and I.C.I. lots. Here carload lots are handled on the second floor level, since the tracks are elevated at that point, and are served by the I.C. and Santa Fe. All I.C.I. shipments are loaded into trailers

and handled by the Chicago Tunnel Company direct to all railroad connections. For this purpose a shuttle service is used, an empty trailer always being ready for service, and as soon as it is loaded, another empty takes its place.

Because of extensive distribution, Acme Steel maintains numerous spot stocks at strategic points throughout the country, together with sales offices in the principal cities. Stocks are carried both in public and private warehouses. An example of the former is the Bush Terminal in Brooklyn and the Haslett Warehouse Co. in San Francisco, as well as the Tampa Union Terminal at Tampa and the Fidelity Storage and Warehouse Co. at Orlando, Fla. Stocks also are carried at three Canadian points, namely, Toronto, Montreal, and Vancouver.

The practice found most suitable is to maintain leased space in

the warehousing of stock, and in many instances the stock is handled by the company's own employees instead of those of the warehouses. Stocks are shipped into various branches as needed. For instance, eight or more carloads a month may go into the Bush Terminal at Brooklyn, while at other points one carload may be sufficient.

Although rail shipping is usually preferred, rail-and-water is also used in serving such coast points as Los Angeles, San Francisco, and Seattle. If time permits, shipments are made to New Orleans where they are transferred to coastwise vessels going through the Panama Canal and up the west coast. In shipping to the Pacific Northwest points, use is made of the stop-in-transit-to partly-unload privilege when serving Washington and Oregon branches. For instance, a car may leave Chicago, making a stop at Spokane, then pass on to Klamath Falls and on to Portland and Tacoma, or Bellingham, as the case may be. Florida points are served in the same manner. Export shipments are all made through the company's Export Department, located in the New York office, all cargoes leaving from the New York docks.

Acme Steel is the outgrowth of a single idea, namely, the protection of shipments in transit. Way back in 1880, M. E. McMaster, a leading furniture dealer in Shelbyville, Mo., was having much difficulty with incoming shipments, furniture frequently arriving in a damaged condition, due to faulty crating. The side rails of wooden beds were the principal source of his troubles. He therefore devised a steel strap, made of hoop steel, and put a barb at each end. The idea was to fasten these to the ends of the bed rails to keep them apart so as to prevent their rubbing against each other. He found this a most efficacious device for shipping and storing, and began to make and sell them.

(Concluded on page 48)



Coils of superstrip steel, reinforced with steel bands, ready to be shipped in gondola cars



In the warehouse, skid-loads of coils are stacked in tiers for shipment



Loading tight and slack hoop stock for shipment to barrel makers. Note 2-wheel trucks



Coils stacked and strapped with steel bands to skids forming a readily handled skid-load



A VENERABLE R

Chesapeake and Ohio—one of the nation's oldest roads has installed modern equipment to better serve the shipper.

Close-up of tower switchboard showing keys controlling switch and car retarders at Russell yards

OLD and venerable as is the C & O (the C & O family tree goes back to George Washington) it is keeping pace with the progress of the times. Its equipment is modern, roadbed and track-age are in conformity with the ideas of the present day, and freight time-schedules have been speeded up so that they are second to none.

Manifest freight train schedules of 1923 show it took 99 hrs. from Newport News to Chicago, and from Richmond to Chicago 94½ hrs. Now it takes but 62 hrs. from Newport News to Chicago, and from Richmond to Chicago 58 hrs., on train No. 93, and others between these same points average about the same. Eastbound, the best time now between Chicago and Richmond is 50 hrs., and between Chicago and Newport News 54 hrs. On perishables from Florida to such markets as Cleveland, Detroit, Chicago, etc., the service has been speeded up to make deliveries the fourth morning, whereas in 1928 and 1929 deliveries arrived the fifth morning. The C & O, in co-operation with its connections via Elkhorn City, Ky., were among the first in providing this improved service on this particular class of perishables.

Classification yards, too, have been greatly improved. That at Clifton Forge, Va., had a capacity of 800 cars and a single track 150-ton track scale back in 1923. At that time it was not on a grade, and cars could not be switched by



A car inspector from his position in the pit between the tracks is able to spot immediately any defects in a car passing overhead, marking it with a squirt of white paint. Such cars are promptly taken out to be put in perfect order before leaving the yard

gravity, and there was no receiving yard, but a 10-track receiving yard, with a capacity of 1,145 cars, has been constructed; and a double track gravity hump with two 300-ton track scales has been built. The old 21-track classification yard was extended to hold 2,524 cars. All switches are now electrically operated, and the yard is lighted by nine flood lights for night operation. The present total capacity of the classification and receiving yard at Clifton Forge is 3,669 cars, an increase of 2,869 over the 1923 capacity.

In the westbound classification

yard at Russell, Ky., the total capacity has been more than doubled. The old westbound classification yard had a capacity of 1,232 cars, while the new one at that point in 1923 had a capacity of 900 cars. This yard, however, was enlarged in 1929 to a capacity of 2,750 cars. Twenty-one tracks of this yard were equipped in 1929 with electro-pneumatic car retarders, eliminating the necessity for car riders, the speed being controlled by the retarders along the sides of the rails. Switches are divided into three zones, each zone being controlled by an operator in

RAILROAD KEEPS UP TO THE MINUTE



A Chesapeake & Ohio coal train



A Chesapeake & Ohio manifest train

a tower. The present total capacity of the two westbound classification yards at Russell is 3,982 cars, or an increase of 1,850 over 1923 capacity. Total yard capacity, both eastbound and westbound, is approximately 6,500 cars.

Further improvements within recent years, involving an expenditure of millions of dollars, with the

ample cars of the type that experience has shown accommodate the varied requirements of shippers. In March, 1923, the company owned a total of 8,851 various types of box cars. In 1937 that number had been increased to 10,471. Hopper and gondola cars for handling coal in 1937 numbered 49,718.

Chesapeake and Ohio serves an area that contains approximately 4,000,000 acres of coal-bearing land, often referred to as "The Coal Bin of America." Railroad facilities for the handling and transportation of coal have therefore kept pace with modern mining methods. Early shipments of coal over the C & O were made in what was called "Buck Jennies"—light wooden cars of 10-ton capacity, coupled together by the old link-and-pin method. Today, gigantic steel gondolas and hopper cars

with capacities ranging from 50 to 100 tons and hauled by huge moving powerplants over the heaviest type of rail.

There are 49,718 Chesapeake and Ohio hoppers and gondolas, capable of hauling more than 2,500,000 tons of coal, together with modern yards and terminals. At the Clifton Forge classification yard is maintained the most important concentration point for east-bound coal, while the Russell, Ky., yard is the principal west-bound yard. At Toledo, Ohio, extensive facilities are maintained for the handling of lake coal shipments destined for the great industrial empire of the northwest. Tidewater coal-handling facilities at the eastern terminus of the C & O at Newport News, facilitates the loading of vessels for coastwise shipments, as well

(Concluded on page 72)



Section of the westbound classification yard at Russell, Ky.

aim of expediting handling and movement of traffic generally, have been made. Additional main line trackage has been laid between Russell, Ky., and Barboursville, W. Va., so that now there are three main line tracks. What is called the Northern Sub-Division from Waverly, Ohio, to Parsons Yard, Columbus, Ohio, has been completed. Track elevation through the City of Covington, Ky., has been accomplished, and a new bridge has been constructed across the Ohio River between Cincinnati and Covington, together with the necessary connecting overhead approaches, greatly facilitating the movement via the Cincinnati gateway. Practically all of the tunnels on the line have been enlarged and rebuilt so as to provide for maximum clearances in order to handle without delay the larger box cars and large loads on open cars. Some entirely new tunnels have been built.

C & O has equipped itself with

Close-up view of one of the mechanical car retarders at the Russell yards





From the Washington Office of D and W

FROM THE CAPITAL

News of Interest
to Shippers and
Warehousemen

All-Commodity Rates Protested

FIRSTWHILE friends and foes joined hands recently in a concerted stand against a "common enemy," when representatives of both railroads and motor carriers appeared before the Interstate Commerce Commission to protest establishment of all-commodity rates by a few railroads.

It was contended that the establishment of all-commodity rates by a "few stubborn railroads" is seriously jeopardizing the entire rate structure of the transportation industry. If a few are allowed to employ all-commodity rates, it was said, other roads and motor carriers would be forced to resort to the same tactics as a protective measure.

The result of this situation, opponents asserted, may easily be a resumption of the bitter rate wars which were the vogue prior to the enactment of the Motor Carrier Act.

The contentions were advanced during oral arguments before the Commission on three cases involving all-commodity rates: Middle Atlantic States Motor Carrier Conference, Inc., vs. Central Railroad of New Jersey, et al; all freight from Chicago and St. Louis to Birmingham, Ala., I & S Docket

No. 4315; and All freight between Boston & Maine Railroad points, I & S Docket No. 4395.

Arguing on behalf of the Middle Atlantic States Motor Carrier Conference, Inc., Charles E. Cotterill said that the all-commodity rates maintained by the Jersey Central were "trick rates," which permitted that carrier to cut commodity rates in half.

He said that the Central was enabled to mix a carload of first, second, third, and fourth class commodities and transport it at a rate of 50 per cent of sixth class. These all-commodity rates are being allowed in a manner which permits the railroads to load a car with a particular first class commodity, "pitch in a box of gum drops, call it a mixed load, and make the shipment at a rate which is less than one half the rate on petroleum, sand or gravel."

Mr. Cotterill went into the history of all-commodity rates, stating that the I.C.C. permitted them in 1932 when unregulated motor transportation was cutting into the traffic formerly carried exclusively by the railroads. "There was some excuse then," he said, "but times have changed and it ultimately devolves upon the Commission to save these industries from themselves and from each other."

He argued that the I.C.C. must either stabilize the rates between motor and rail carriers or "turn them loose and let them fight it out." The law, he added, was not designed to allow regulated carriers to destroy themselves.

H. Thurtell, counsel for the railroads in Southern territory, told the Commission that the roads he represented did not intend to sit quietly by and permit railroads which maintain "unreasonable" all-commodity rates to grab their traffic from Chicago and St. Louis to Birmingham. He said that his roads do not want to resort to all-commodity rates, but would do so if

forced to that action by the other roads, if the Commission does not take a correction hand in the matter.

The Commission was informed that the present all-commodity rates between Chicago and Birmingham were established for the benefit of but one shipper—Sears, Roebuck & Co., and if allowed to continue in force, his roads would have to turn to car-loading companies.

A claim by the Illinois Central Railroad that its all-commodity rates were established to meet motor carrier competition was denied emphatically by Edgar Watkins, Jr., of the Southern Motor Carrier Rate Conference. Explaining that almost all freight moved by truck in Southern territory is carried under Conference rates, Watkins asserted that the railroad's contention was based on only two small carriers.

"The competition of these lines was so small that the Conference members never found it necessary to meet it and certainly if a small truck operator could ignore it, the large Illinois Central should be able to do likewise," he said.

Watkins said that Sears, Roebuck & Co. was shipping to Birmingham from Chicago on the class rate basis when employing Conference members. The average was second class, for which an average rate of \$1.58 was paid, while under the proposed all-commodity rate it would be allowed to ship in consolidated lots for approximately 78 cents.

He asserted that the railroads are "inconsistent" in seeking reduced rates at a time when the trend is to increase them. He told the Commission, "I realize that you are loath to interfere in managerial discretion, but when the railroads appeal to you as they did in Ex Parte 123, and you gave them some relief and pointed the way for them to obtain more,

and they have turned around and attempted to do exactly the opposite of your suggestion it is now time to interfere with that kind of managerial discretion."

J. Ninian Beall, general counsel for the American Trucking Associations, Inc., opposed the all-commodity rate basis as "economically unsound" and in violation of the Interstate Commerce Act. He declared that the all-commodity rates were a "device" for rebating in violation of the Elkins Act and Interstate Commerce Act.

"Through the intervention of a third agency," he explained, "in combination with the all-commodity rate, the shipper pays less than the published class rate on the same commodity in the same quantity moving over the same route at the same time.

George C. Doering of the Central Railroad of New Jersey argued in defense of his road's all-commodity rate, pointing out that the carrier realized 40 cents per car mile, which was above the average. If these rates are found to be "reasonably compensatory," he told the Commission, it would be the Commission's duty to decide the case in favor of the railroad. He added that when the cost of pick-up and delivery was added to the road's all-commodity rate, the sum would be higher than some truck rates.

Want Rails Barred from the Highways

The railroads of the country should be barred from the highways if the motor truck industry is to survive, Leo A. Dougher, manager of the National Automobile Transporters' Assn., told a subcommittee of the House Interstate Commerce Committee recently.

Dougher advocated legislation to prohibit the rail carriers from owning or operating trucks in interstate commerce, declaring that a campaign is being forwarded to destroy the independent truck operators. He declared that the nation's highways should be kept for the highway transporter, and cited specific examples of railroad activity to "dry up" independent motor operations.

The motor official testified before the subcommittee on various proposed amendments to the Motor Carrier Act, explaining that the law was working to dry up truck operations contrary to the intent of congress.

The Chairman of the subcommittee, Representative George G. Sadowski of Michigan, broke in to suggest that such "discrimination" against the railroads might not be

constitutional, but Dougher replied that it would be constitutional because it was "in the public interest."

Dougher cited an example to prove his point. He referred to one large operator who was using 700 vehicles before enactment of the Act. Now, he said, the operator has only 250 vehicles, and his business is getting steadily worse. The roads would buy out truck operators merely to eliminate competition.

Speaking for the American Trucking Associations, Inc., J. Ninian Beall, general counsel, opposed the proposed amendment of the Interstate Commerce Commission which would allow it to suspend a motor carrier's operating rights for violation of insurance regulations without a hearing. He insisted the carriers should "have their day in court."

"The power to suspend, without hearing, because of difficulty with insurance companies," Beall asserted, "places the carrier at the mercy of insurance companies which are very monopolistic in various states.

"Hearings might very readily disclose certain arbitrary conditions beyond the carrier's control. A showing of facts might warrant the Commission in modifying its insurance requirements so that the carrier could obtain insurance, without being limited to such conditions and to such costs as a particular state or a particular insurance carrier might impose."

Beall went into the question of the I.C.C.'s proposal to grant carriers temporary operating authority in emergency cases. He advocated giving only existing carriers such authority. Extension of an existing carrier's authority to cover emergency operations would be more in the public interest than bringing a new carrier into the field, he said, pointing out that the Commission has records of existing carriers from which it can promptly determine the carrier's fitness to perform the temporary operation.

This contention was opposed by J. M. Souby, assistant general counsel of the Association of American Railroads, on the ground that it was aimed at the railroads. He said the rail carriers would find it impossible to obtaining emergency operating rights under Beall's plan. He cited an example where a portion of a railroad was washed away by a flood, and the road was forced to turn away shipments because of the length of time involved in getting authority to operate trucks as an auxiliary service.

To Abolish Bid System On U. S. Trucking Hauls

THE practice of various Government agencies of bartering with truck operators for rates lower than the published tariffs and resorting to the bid system for movement of certain Government property, largely employees' household goods, is to be abolished.

The Federal Traffic Section, Procurement Division, Treasury Department, is issuing a letter to the heads of all departments and bureaus of the Government, calling attention to abuses existing through the bartering for low rates, and suggests the use of Government bills of lading at published rates in lieu of the bidding procedure.

The letter follows months of investigation by the Treasury and brings out evidence that the practice of bartering for rates lower than the published tariffs is breaking down the operation of the Federal Motor Carrier Act. Excerpts from the letter follow:

"The rates and services of motor common carriers are regulated by law, which law is administered by the Interstate Commerce Commission as to the interstate and foreign commerce, and by the individual States on intrastate traffic. This regulation is similar to that exercised over rail and water lines and it necessarily follows that relations between the public and these various transportation agencies should be on a substantially uniform basis. Therefore, common carriers of property by motor vehicle must be dealt with in like manner as other regulated carriers in matters pertaining to the handling of Government freight traffic.

"Care should be exercised in the selection of carriers to perform motor transport service for the Government in order to avoid the use of carriers which may be operating in violation of the law. In those instances where a Government officer does not have satisfactory knowledge or evidence of the authority of a motor carrier to perform a specified transport service, the Federal Traffic Section should be contacted with a request for the necessary information.

"Transportation rates published and filed with the regulatory commissions in accordance with the law are assumed to be reasonable until protested and proven otherwise, and it is felt that this rule of reasonableness applies to the Government, as well as other shippers. Therefore published tariff rates should be generally adhered to in the movement of property for the Government by motor common carriers, the same as in the case of movements by rail or water carriers.

"It is important to note that the benefits of any concession granted to the Government may not inure to any party other than the Government. Transportation charges borne by an employee of the Government on personal property must be on the basis of established tariff rates, otherwise, the transaction is in violation of the law.

"Notice is taken of the fact that some Government agencies have made it a practice to contact motor common carriers direct with regard to quotations of special rates and other concessions. Effective, immediately, such practices should be discontinued, and in the future, requests for special consideration in connection with proposed movements of property for the Government should be addressed to the Federal Traffic Section, showing in detail in each case the reason or reasons for making the request."

Household Goods Rate Computing Hearings Start at Washington

WHETHER or not rates on household goods should be computed on a weight basis rather than on cubic measurement, was discussed at length by representatives of household goods carriers at recent hearings before Examiner S. A. Aplin of the Interstate Commerce Commission.

The hearings were the outcome of a suggestion by the Commission that the carriers employ a weight basis for fixing rates in lieu of the complicated system of cubic measurement, and were the first group of a series of ten hearings to be held throughout the country. The hearings followed an intensive study of the subject by the Bureau of Motor Carriers, which included ninety informal conferences between Bureau representatives and carriers of household goods in various cities.

As a result of these informal conferences and answers to questionnaires sent to hundreds of carriers, the Bureau compiled numerous exhibits which purport to show that a majority of the carriers of household goods are in favor of the weight basis of rate computation. The Commission subsequently issued a proposed draft of regulations governing practices and charges of common carriers by motor vehicle engaged in the transportation of household goods.

Among the larger, chain carriers, the majority testified in favor of the weight basis during the hearings while the smaller independent carriers were opposed to the plan. Proponents contended that the weight basis of rate computation would enable the Commission to police the industry more effectively, thereby doing away with so-called "chiseling." Opponents, taking the opposite tack, asserted that "chiseling" would flourish to an even greater extent than under the cubic system of fixing rates.

A. Bernard Heine of the Fidelity Storage Co., Baltimore, endorsed the weight basis of rate fixing, making plain, however, that accessorial charges be clearly defined and that the carriers be required to list them separately and not lumped together or included in the transportation charge. He said accessorial charges should include packing, unpacking, rigging, handling of special articles, preparing goods for export or import requiring special handling and delay to shippers.

He criticized the definition of "dock charges" as stated in the Commission's proposed rules on the ground that it would put warehouses under I.C.C. jurisdiction, even though they were not engaged in transportation and merely were performing a warehouse operation.

R. W. Snow, Bureau attorney, went into the matter of dock charges with Heine. Under questioning by Snow, Heine said that his company charged "something under \$15.00" when any carrier not controlled by his company removed goods stored in a company warehouse.

Asserting that that was a "substantial amount," Snow asked whether Heine would have any objection if the dock charge was levied on the shipper no matter whose trucks were used. Heine said he did object as the company could load it faster on its own trucks, having a customary way of doing things. "When a foreign carrier comes in," he said, "we don't know how he is going to load. He takes more time and ties up our platform."

Ralph W. Smith of the U. S. Bureau of Standards presented testimony on the availability of truck scales for weighing household goods loads in 16 States, based on a Bureau survey.

Heine's testimony on dock charges and the definition of household goods which he discussed earlier in the hearings, were endorsed by Walter E. Sweeting of Philadelphia, president of the Atlas Storage Co., and Atlas Transportation Co., and vice-president of Allied Van Lines.

Questioned by David A. Wolff on behalf of the John F. Ivory Co., Detroit, Sweeting admitted that there was no provision in the Motor Carriers Act for an estimate of the amount of cubic feet to be occupied by the goods to be transported. He explained that the estimate was used, under the cubic foot basis, as a matter of necessity, and that his company did not base its rates on the estimate if it had reason to believe that the estimate was wrong.

Wolff brought out that inaccurate weights would result if the carriers weighed their trucks before removing snow or ice in winter, and Sweeting replied that "if a carrier weighs his truck with snow on it, he is nothing more than a robber."

Favoring the weight basis of rate computation, Captain Theodore Kalakuka, Quartermaster Corps, U. S. Army, testifying as traffic officer of the Washington, D. C. Quartermaster Depot, asserted that the use of weights would simplify procedure by eliminating a lot of paper work required under the present system. Many Army shipments are made on the weight basis, at present, he said, and such procedure lessens the possibility of error.

Some opposition was voiced by several carriers to the weight system of rate fixing on the ground that adequate scales are not available. John F. Ivory, president of the John F. Ivory Storage Co., Inc., Detroit, said that even in Detroit, "the fourth largest city in the country," use of the weight system would be expensive. During winter months it would be impossible to be accurate through the use of the weighing system. Ice packed on trucks, he pointed out, would add a thousand pounds or more to the weight of the vehicle.

In connection with the number of errors made by carriers under the cubic measurement system, Ivory said "90 per cent of the mistakes are deliberate on the part of the carrier, 5 per cent deliberate on the part of the shipper, and 5 per cent are real honest-to-goodness mistakes."

Maurice Kressin, president of the National Delivery Assn., Washington, D. C., opposed the proposed weight basis. He explained that scales were as scarce in the Capital City as in Detroit, and the two he knew of closed at 5 o'clock. Shipments offered after that time, he said, would have to be held over until the next morning before they could be weighed. He also said that one of his drivers weighed shipments at three different scales over the route and varied in weight from 500 to 1500 lbs.

Truck Fee Upheld in Missouri

A 3-judge Federal Court on June 16 upheld the Missouri law imposing fees on interstate truck lines, stating that it was constitutional and that it did not conflict with the Federal Motor Carrier Act, which gave the I.C.C. jurisdiction over the interstate motor lines.

In a per curiam opinion the judges dismissed a petition of the Brashear Freight Lines, Inc., of St. Louis, and forty other interstate carriers for an injunction to prevent state authorities from enforcing the law.

MATERIALS HANDLING FORUM

Conducted by

MATTHEW W. POTTS

THE FORUM will provide a place where the manufacturer or the user may set forth opinions regarding materials handling equipment and methods now in use or contemplated. If you have a problem on which you desire assistance—write the Forum. If you have ideas as to how to improve handling methods—write the Forum. Questions regarding the best type of equipment for handling specific commodities are pertinent; as are questions regarding the adaptability of various types of equipment for a specific problem or installation.

Package Handling from Ship to Rail and Trucks

THE following problem was presented to the FORUM, and we publish it here with our reply, as it might be helpful to our readers:

"We have a problem of unloading uniform packages from the hold of a ship to a dock, and then transporting this material about 500 ft., over fairly good roadways, to a storage building, for transshipment by rail or motor truck.

"We want to handle these in unit loads, so as to eliminate re-handling, as much as possible. The unit loads will be a maximum of 6 ft. wide and 12 ft. long, 4 ft. high, weighing approximately 6,000 lbs.

"Since the line of travel is not protected from the weather, we want to unload the ship, and store the materials, as quickly as possible.

"Can you give us a brief description of what type of equipment you would suggest for this operation?

"P.S. Attached is sketch showing the location of dock, warehouse and roadways."

Reply—There are a few questions which will have a bearing on the type of equipment you should use, such as, the number of ships which will have to be unloaded each week, and also the size of the cargo.

However, in view of the large size units which you desire to

handle, and after looking over your sketch, it seems to lend itself very well to fork truck and tractor trailer installation.

The unit loads could be placed on pallets, or blocks, in the hold of the ship, and raised by the ship rig over the side, and deposited on the dock, where they could be picked up by fork trucks, and loaded on to trailers, which could be transported, in trains of three or more (depending upon the speed of the operation) over to the warehouse by a tractor unit, and here, another fork truck could unload the trailers, and pile the units to whatever height required.

This would materially reduce the amount of individual package handling, and should give you a quick operation.

However, the thing to consider is the initial investment for trucks, tractors, and trailers.

If you have some other operation in your plant, where these fork trucks could be used when they are not working on this particular ship-unloading operation, you should consider this point also in working up your analysis.

Editor's Note

On inquiries of this type, it is always best to give complete details. Sketches are always helpful and such information as follows:

- (A) Product to be handled?
- (B) Present equipment in the plant?
- (C) Size of shipments or cargoes to be handled? Tonnage or number of packages?
- (D) Whether speed is essential?
- (E) Whether operation is continuous or intermittent?
- (F) If intermittent, how often?
- (G) If it is a new installation, so state.
- (H) Give details as to how product is being handled at present time, so that comparison can be made.

General Query on Equipment Comparison

WITH the advent of the fork truck and pallet system, there has been considerable discussion regarding the merit of this system, as compared to a lift truck and skid system. The thought is also in the minds of the users that this is something new and untried.

The FORUM has been asked for a brief comparison of these systems, and the following is a resume of our conclusions on this subject.

Reply—In comparing lift truck and skid systems with the pallet and fork truck system, the change

has occurred very quickly, and at first, there were a number of reasons for questioning the possibility of installing a pallet and fork system, the main objection being that the pallets could only be moved by a power-driven fork truck.

However, this obstacle has recently been overcome, and a number of manufacturers are now in a position to furnish hand lift trucks, which will operate with fork truck pallets, providing the pallets are built with the proper spacing of the boards, so as to permit the truck wheels to come through, and make contact with the floor.

The FORUM therefore feels safe in saying that there is no longer any objection to using a pallet and fork truck installation, in practically any application where the cost of this equipment can be justified, whether it be a new installation, or in conjunction with existing equipment.

The fork truck is built to pick up the standard lift truck skids, or the pallets.

The use of the fork truck and pallet system has many points to recommend it over the lift truck and skid system, because of the low clearance required to get into the pallet, the saving of valuable storage space in height by reducing the overall height of the load carrying medium, which is 12 in. in the case of a skid, down to an overall height of about 4½ in. when pallets are being used, thus saving practically 8 in. of storage height on each unit.

We also find that the power-driven fork truck is manufactured in both the gas and electric types, each of which has proved its efficiency in different operating conditions.

The fork truck has made considerable progress in the last 2 or 3 yrs., and installations have been made to handle heavy units, both in transportation and in piling.

In a number of instances, these installations have completely changed not only the method of handling but also the method of storing.

There is no doubt that this type of unit is here to stay, and should be given consideration on every handling problem.

A number of people have the idea that the fork truck is a new development, but this is not the case. In fact, it is surprising that it has taken so long for the fork truck idea to be recognized. Some of the first fork trucks were designed in conjunction with a standard electric lift truck, by applying the fork truck principle on to the nose of the lift truck, and using two or more lift trucks for

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The various types of work to which lift trucks are put in handling loads up to 30,000 lbs.

STEEL handling problems are generally thought of as related to production of the steel itself or to the manufacture of products which are wholly or in part made from steel. There are, however, other uses for steel handling equipment, one such outstanding use being in warehouses where steel is stored.

Recently a concern found it necessary to move into a larger and more modern warehouse. This particular plant is engaged in supplying sheet, strip, and coil steels in a variety of sizes, shapes and qualities. It also cuts, slits, and shears stock according to dimensions required by customers. This means considerable handling of the steel, namely from cars to receiving room, to stock, for cutting to specifications, and on to shipping room and car or motor truck.

It was found after careful study of the problem that steel can only be handled economically when moved in large quantities, and for safe and efficient work it requires heavy-duty lift trucks, tractors, and cranes. Economical handling means moving in as large quantities or units as possible, reducing relays or steps to a minimum, and leaving the material in such arrangement that necessary rehandling will not be difficult. The old method of handling shipments of steel one sheet at a time is fast becoming obsolete. Today shipments are made in packages of sheets or strips, and handled as single units.

The different types of lift trucks find their definite place in the vari-

ous types of work to which they are assigned. For instance, the ram truck readily adopts itself to handling and moving strip steel coils, while the platform and fork trucks are used for handling and conveying sheet steel on skids or pallets. There are many other types for special kinds of work. One of these is the revolving crane type for loading and unloading gondola cars and handling such materials as steel shapes, bars flat stock, castings, and scrap.

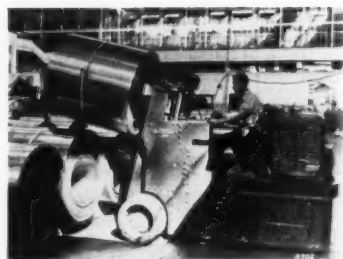


In steel mill work these heavy-duty lift trucks are used for flexible transportation and storage of sheets. Sheets coming from the automatic hot mills are picked up by the cranes and loaded onto the lift trucks for transfer to other departments for pickling, annealing, or for other treatment, and then on to storage or box car for shipment. Steel is also handled on the trucks to the various storage bays or for miscellaneous long hauls in the plant.

PACKAGED STEEL

Now Handled By

HEAVY-DUTY EQUIPMENT



For shipment in gondola cars the steel is wrapped in waterproof paper and put in place by a crane lift truck; while shipments of steel for box cars are generally either strapped or wired to skid platforms, the unit weighing from 6,000 to 10,000 lbs. and conveniently handled with platform or fork lift trucks. In such loading, the truck can go into the car cab-first with the first loads to each end of the car, and then tail-first with the remaining loads. When unloading, these bundles are taken from the cars with the equipment and placed in storage without the necessity of any rehandling.

Tin-plate is handled in much the same manner. First it is packaged and strapped into unit loads weighing approximately 4,000 lbs. These are then placed into storage with the fork truck and again removed without being individually rehandled. These same unit loads are then transported and loaded into box cars for shipment.

Many of these trucks are called
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WATERWAYS AND TERMINALS

Rochester Port Gets Lake and European Shipments

THE illustration below shows the facilities at the Port of Rochester's Municipal Freight and Passenger Terminal on Lake Ontario. Recently the administration of this port was placed in charge of the City Department of Commerce, created by the City Council to develop the city's utilities including the industrial subway railroad, the airport and the lake port.

The Municipal Terminal property has a water frontage of about 1400 feet with an average depth of about 700 ft. Of the 1400 ft. of quay wall, 804 ft. is a typical ocean quay of 30 ft. width carrying two railroad tracks.

There is available ample space for open storage and a fireproof transit shed 260 ft. by 120 ft. Modern facilities are provided for transfer of commodities from ship to car or trucks or vice versa, as well as handling equipment for proper assembling of outgoing and distributing incoming cargo.

The Terminal is located on the west bank of the Genesee River directly adjacent to Lake Ontario. A large turning basin with more than 20 ft. of water has been provided directly opposite the terminal property. The adequacy of this turning basin was demonstrated by the ease with which several of the largest vessels operating in the Great Lakes docked and departed without auxiliary power.

In addition to the larger self-unloading lake vessels which have called with various kinds of solid fuel, package freight vessels operating between Atlantic coast ports and the Great Lakes have been calling at the port, as well as steamers bringing shipments direct from European ports.

Passenger boats of the Canada Steamship Lines ply daily during the summer season between Rochester and Toronto, Kingston, Alexandria Bay and St. Lawrence River points.

The Commerce Department is headed by Commis-

sioner Harold S. W. MacFarlin. Joseph A. Biel is terminal manager.

Seattle Ship Company May Acquire Dollar Line Fleet

COL. W. C. BICKFORD, general manager of the Port of Seattle commission, reports that plans now developing will assume continued operation of regular and ample Seattle-Orient steamship service.

Seattle interests have just incorporated the Pacific Northwest Orient Steamship Corp. under the laws of Delaware with a paid-in capital of \$250,000.

This new organization will negotiate with the Dollar interests for charter or purchase acquisition of the American Mail Line fleet. In the event these negotiations prove inconclusive, the Seattle group will exercise an option for the chartering of three vessels owned by a leading intercoastal operator.

The Pacific Northwest Orient Steamship Corp. has been organized by P. E. Harris, who is president of the Salmon Terminals at Seattle and also controls a number of salmon packing companies. Others interested include O. D. Fisher, president of Fisher Flour Mills, Lee Force, president of the Douglas-Fir Export Co., and Stanley Griffiths, president of the Griffiths Steamship Co.

Ship Owners Oppose Tolls on State Canals

CONTENDING that the placing of tolls on the use of the New York State waterways, which are tributary to harbor and ocean shipping, would be disastrous to the maritime industry, particularly in the Port of New York Area, the American Steamship Owners' Assn. has adopted a resolution strongly opposing a proposal to impose such tolls which has been submitted to the Constitutional Convention in Albany.

Indorsing continuance of the principle which, the
(Continued on page 60)



General view showing the facilities of the Port of Rochester's Municipal Freight and Passenger Terminal on Lake Ontario. This property has a water frontage of about 1,400 ft.

WE'VE HEARD THAT—

Federal Aid to Transportation \$5,500,000,000

The total of Federal aid in years gone by up to the present extended to transportation is about \$5,500,000,000, according to Dr. W. M. W. Splawn, chairman of the I.C.C. The complete story however, of the governmental aid, Federal and State, to transportation cannot be given, as consideration must be given the capital investment, annual aid and maintenance, as well as special taxes levied on each agency.

The most recent form of transport, namely, the airplane, is being carried on with direct and indirect subsidies of the government. Up to the present, \$17,000,000 have been invested by the Federal Government in landing fields, beacon lights, machines and accessories for flight. This takes no account of any subsidy that may be contained in the payment for air-mail service and in current assistance to aviation operations, such as the Federal operation of beacons.

The Federal Government has given the railroads land grants of about \$537,000,000; to waterways and various improvements about \$3,000,000,000, and to highways less than \$2,000,000,000.

In all, some 184,000,000 acres of land were given to promote railroad construction. From grants of right of way and other such concessions and from the total land grants, the railroads did realize nearly \$450,000,000 in cash and about \$87,000,000 in land for their own use. These \$537,000,000 of aid were of tremendous assistance in the rapid expansion of the railways.

The aid to waterways at first was largely by the states except for the improvement of our harbors. Up to 1882, the Federal Government had appropriated \$111,299,465 for all purposes in connection with our waterways—that is, for harbor improvements, for harbors, for facilities on the Great Lakes and for dredging our rivers. By the outbreak of the World War that amount had grown to about \$840,000,000. By 1925 the total Federal appropriation for these purposes had accumulated to \$1,311,597,443. By 1935 it had again doubled, and up to date the Federal Government has appropriated a total of about \$3,000,000,000 for the waterways. Of the expenditures, about \$700,000,000 has been for seacoast harbor improvements, \$236,803,193 on the Great Lakes and about \$800,000,000 on the Mississippi River and its tributaries and some \$184,127,543 on other waterways.

Of the \$7,000,000,000 of revenue received in 1936 by all forms of common carrier transport, according to Dr. Splawn, the share of the steam and electric

railroads was nearly \$5,000,000,000 or nearly 70 per cent, the highway common carriers received 16 per cent, the waterways 10½ per cent, the pipe lines 3 per cent and the airways ½ of 1 per cent of the total.

Paper Exports Increase

Exports of paper and paper manufactures increased more than 7 per cent in April over the preceding month. The April value was \$2,504,593. Exports of paper base stocks increased 24 per cent, with a value of \$1,225,873.

Imports of paper and its manufactures increased 24 per cent from March to April.

Gulf Sugar Rate Up

The gulf intercoastal conference effective July 1 will increase its eastbound rate on sugar, minimum 100,000 lbs., from 30 cents to 35 cents per 100 lbs.

Argentine Canned Beef

Exports of Uruguayan canned beef to the United States during the first quarter of 1938 totaled 1,987,375 lbs., only 35 per cent of the 5,725,262 shipped in the same quarter a year ago.

Canned beef of Brazilian origin shipped through Montevideo to the United States totaled 2,406,160 lbs. in the first quarter of 1938, and 2,596,963 in the same period last year.

Whisky Barge Rates from Mobile

It is claimed that the Federal Barge Lines has agreed to put in rates on imported whisky from Mobile to Mississippi and Illinois River points to Kansas City. The rates from Mobile are to be the same as those from New Orleans. In taking this step, it is understood that the Federal Barge Lines does not plan to generally apply New Orleans basis rates on import or export traffic moving through Mobile.

Newsprint \$50 a Ton

Newsprint produced in Canada now costs U. S. buyers \$50 a ton. This price will maintain for the rest of the year.

Canadian newsprint men have thus failed to follow the example of some U. S. companies that have established a \$48 per ton price for the latter half of the year.

In Canada it is believed that efforts will be made next year to obtain a higher price for newsprint, but for the present the \$50 level will prevail.

Drug Field to Make Drive for Sales in September

Backed by leading national advertisers, already numbering manufacturers of more than 100 of the fastest selling products, a Nationally Advertised Brands Week has been scheduled in the drug field for Sept. 1 to 10. The event is being sponsored jointly by *Drug Topics*, the national newspaper for retail druggists, and by *Drug Trade News*, the newspaper of the drug industry.

Participating in addition to the advertisers, are the 58,000 druggists of the United States, independent and chain, and the wholesale druggists.

The purpose of the event is to promote the purchase by consumers of nationally advertised products of drug stores.

Wholesale druggists have given definite assurances that they will push the event among retail customers for at least several weeks before Sept. 1. Not only will they encourage druggists to cooperate, but also they will set aside a special period during which field men

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FACTORIES ON THE MOVE

CURTISS WRIGHT CORP. will move its propeller manufacturing division from Buffalo to Clifton, N. J. Some of the division's 300 employees will move to New Jersey. It is desired to have the division near the plant of the Wright Aeronautical Corp. in Paterson, where testing facilities are available.

American Cyanamid & Chemical Corp., New York City, has contracted for a substantial acreage of land at Mobile, Ala., for construction of a factory. The first unit of the Mobile plant will be devoted to production of sulphate of alumina which is used in manufacture of paper and for water purification. Details of the plant's size, cost and number of persons it will employ were not divulged.

Manhattan Paste & Glue Co., Inc., 382 Second Ave., New York, has acquired close to 2 acres at Kingland and Greenpoint Aves., Brooklyn, improved with a five-story building, about 100,000 sq. ft. of floorspace, and several one and two-story structures, 20,000 sq. ft. floorspace, and will improve for plant. Present works at address noted and branch plant at Jersey City, N. J., will be consolidated at new location and capacity increased.

Sherwood Distilling & Distributing Co., 212 E. Lombard St., Baltimore, has let general contract for six-story building at Westminster, Md., for storage and distribution. Cost over \$80,000 with equipment.

Louisville Auto Spring Co., 905 So. First St., Louisville, manufacturer of steel automobile springs, etc., has leased one-story building, to be erected by B. C. Hagner, Louisville, at 8th and Cawthorn Sts. Cost over \$45,000 with equipment. Present works will be removed to new location and capacity increased.

Rossotti Lithographing Co., Inc., 121 Varick St., New York, has approved plans for new one-story plant, totaling about 70,000 sq. ft. of floorspace, on 2-acre tract at North Bergen, N. J. An air-conditioning system will be installed. Cost over \$100,000 with equipment. Present works will be removed to new location and capacity increased.

Wilson & Bennett Mfg. Co., 6532 So. Menard St., Chicago, manufacturer of steel barrels, drums, etc., has plans for one-story branch plant on Washington Ave., Port Arthur, Tex., with adjoining works. New plant will manufacture steel containers from 1-gal. to over 50-gal. capacity. Cost close to \$50,000 with equipment.

Sperry Products, Inc., and Sperry Rail Service Corp., Manhattan Bridge Plaza, Brooklyn, N. Y., affiliated organizations, manufacturers of railway devices and equipment, gyroscope track-measuring appliances, etc., have leased a two-story building at Park & Willow Aves., Hoboken, N. J., about 30,000 sq. ft. of floorspace, for new plant. Present works will be removed to new location and capacity increased.

General Foods Corp., 250 Park Ave., New York, is arranging fund of about \$7,000,000 for expansion and improvements in plants in different parts of the coun-

try, including several new units, and will secure appropriation through sale of preferred stock to total close to \$15,000,000. Work will include a new multi-story plant at Hoboken, N. J., for processing, packing, storage and distribution, for which general contract was recently let. Company will combine several existing plants at this location, including a factory in Brooklyn, N. Y., and will expend close to \$2,750,000 for building and equipment; on neighboring site, a new technical and research laboratory will be built to cost about \$250,000 with equipment. Another contract has been let for new corn mill at Kankakee, Ill., to cost about \$1,500,000 with machinery. About \$1,750,000 will be expended for production of quick-freezing machines and accessories, and for purchase of additional refrigerating cabinets and equipment. Other plant expansion is also scheduled to be carried out this year.

National Gypsum Co., 190 Delaware Ave., Buffalo, is selecting site in Port Wentworth district, Savannah, Ga., with deep-water and railroad facilities, for new mill comprising several units, with power house, machine shop and auxiliary departments. Cost about \$900,000 with machinery.

Swedish Venetian Blind Corp., 601 W. 26th St., New York, has bought the one and two-story brick buildings containing about 40,000 sq. ft. on Dell Ave., North Bergen, N. J. The sale includes 10,000 sq. ft. of land for expansion purposes. The buyer maintains factories in Los Angeles, Chicago and New York, employing more than 150 workmen in its eastern plant, which occupies 30,000 sq. ft. in the Starrett-Lehigh Bldg. These latter operations will be transferred to North Bergen. The move is being made to obtain larger quarters, according to John M. Nordstrum, president of the corporation.

Land O'Lakes Creameries, Inc., Minneapolis, has taken a long-term lease on the property of 457 Frelinghuysen Ave., Newark, N. J. The property includes a one-story and part two-story concrete building which contains about 15,000 sq. ft. The company, a national distributor of dairy products, will take immediate occupancy, since alterations have already been completed. Philip Bricker, formerly of Scranton, Pa., will be in charge of the new plant. The building, which is served by a siding of the Lehigh Valley R. R., was erected about 4 yrs. ago.

G. F. Heublein & Bro., Hartford, Conn., makers of A1 sauce, distillers of gin and makers of prepared cocktails, has moved into new factory quarters at New Park Ave. The former plant of the S. K. F. Ball Bearing Co., has been remodeled into one of the most modern in the liquor industry.

The Chester A. Yard Shoe Co., St. Louis, has agreed to move to Bonne Terre, Mo., and set up its factory for making little children's shoes in the Hill Bldg., on Benham St., if the citizens of the latter place will contribute \$20,000, which sum will cover the cost of the property, necessary improvements, cost of moving the machinery and equipment, the balance to be used for training local help which will be employed. Of the sum mentioned, \$10,000

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.... the parade of NEW PRODUCTS

AN annual million-dollar boost for the can industry was foreseen by Fred B. Meyer, president of United Grape Products Sales Corp., in announcing introduction of one of the first tin packages for grape juice ever developed. This represents, he said, a revolutionary step in grape juice merchandising.

Approximately 60,000,000 tins will be required annually in packing the 5,000,000-gal. output of the industry, Mr. Meyer estimated. Use of cans, he reported, prevents deterioration of color and flavor caused by light. The organization worked 5 yrs. with leading can manufacturers to perfect a secret lacquer finish to protect its product, he said.

Procter & Gamble Co., Cincinnati, Ohio, will shortly introduce a new liquid dentrifice, to supplement its present drug-store line. It will be offered first in experimental markets. The name of the product has not been selected, and the date and methods of introduction are as yet undecided.

Hawaiian Avocado Co., Ltd., Honolulu, Hawaii, has placed on the market "Haley's Papaya Nectar," a ready-to-serve fruit drink, known for its benefit to digestion.

Golden Nugget Sweets, Ltd., San Francisco, has a product new to the central states and as yet not in distribution on the East Coast. The product is "Quick Fudge," which is a prepared mix suitable for making fudge as well as chocolate cake icing. It requires but 3 to 4 minutes' heating, and should find a ready market with busy housewives.

Beatrice Creamery Co., Chicago, will widen its activities to permit the use of its plant and equipment during all seasons and to make possible the utilization of by-products. There are rumors that the new activities will include freezing of food.

Ontario Paper Co.'s newsprint mill at Comeau Bay, 300 miles below Quebec, had its official opening June 11. Thousands of tons of newsprint have been produced by the mill to date, the plant having been completed 4 mos. ahead of schedule, but the official opening was set for June.

The Lethelin Products Co., Inc., Wood Ridge, N. J., makers of Magikil Jelly, an ant-killing preparation, has appointed an advertising agency. Newspapers, garden publications and radio will be used.

Santa Rosa Growers, Inc., Santa Rosa, Tex., Floyd O. Kyte, Rio Grande National Life Bldg., Santa Rosa, head, plans one-story food products canning and packing plant. Cost close to \$40,000 with equipment.

Standard Brands, Inc., Widlar Products Department, 722 Bolivar Road, Cleveland, has let general contract for one-story food products processing and packing plant at Texarkana, Tex. Cost close to \$100,000 with equipment. Main offices of company are at New York.

Dixie Container Corp., Richmond, Va., organized to manufacture corrugated paper containers, has leased about 50,000 sq. ft. in buildings formerly occupied by

American Locomotive Co., for new plant. A steam powerhouse will be built. Cost over \$100,000.

Carnation Co., Milwaukee, manufacturer of evaporated milk, has reached peak production at its central plant in Oconomowoc, Wis., with an output of 1,500,000 cans every 24 hrs. Two 8-hr. shifts are being employed, with 250 persons at work. Present production requires approximately 100 tons of tin sheets per day.

Frank B. Ross, Inc., has leased a three-story factory at 8th and Madison Sts., Hoboken, N. J., for the compounding and processing of crude drugs and gums.

M. L. Clein & Co., Atlanta, Ga., producer of Mentholmulsion and Malco Cold Tablets, has appointed the Clancy Sales Organization, Dallas, Tex., for distribution of its products in the states of Tex., La., Mississippi, Ark., Okla., Col. and New Mexico. Salesmen formerly working in these states are being shifted to New England or the West Coast.

The H. A. Johnson Co., Boston, Mass., is marketing "Macaroon Bisque," an addition to its line. It is used as a topping for cakes, pies, pastries and sundaes. "Macaroon Bisque" is sold in 5-lb. cans at 35 cents a lb., and 175-lb bbls., at 28 cents a lb. The company is also placing on the market "Crystal Tints," sugar crystals in pastel shades, to be used as a decoration for cakes, cookies, pastries and confections.

Boston Food Products, Inc., packers of Prudence corned beef hash and other food products, has appointed Lavin Co., Inc., Boston, to handle its advertising. Newspapers and magazines will be used in July.

Heiser & Linn Co., 1328 Broadway, New York, has leased the Manning shoe shop at Bridgton, Me., and will soon begin operations. Principal product will be men's slippers, and all employees will be local people. Plans have been made for new machinery.

Kraft-Phenix Cheese Corp., 400 No. Rush St., Chicago, has acquired one-story building at Sulphur Springs, Tex., formerly held by Texas Public Utilities Co., and will remodel for branch plant. Cost over \$65,000 with tanks, conveyors and other mechanical equipment.

Best Universal Lock Co., Inc., manufacturer of patented locks and lock hardware, is moving its plant from Seattle, Wash., to Indianapolis, Ind., where it has leased 20,000 sq. ft. of floorspace in the Cole Motor Car Co. building at 730 E. Washington St. Production was scheduled for June 1. Approximately 100 persons will be employed. The move was explained by Frank E. Best, president and inventor of the locking devices and the special machinery for their production, as essential to better distribution. Seventy-five per cent of the company's business is east of the Mississippi river. It maintains twenty-two sales branches throughout the country, and was established in 1925. The locks and padlocks produced are for both domestic and industrial use.

(Concluded on page 68)



Warehousing as Interstate Commerce When Goods Are to Cross State Lines

IN *DandW* of September, 1937, there is an article entitled "Warehousing as Interstate Commerce, a Step Nearer." That article deals with the distribution from the warehouse to points within the same state after the business has crossed state lines from the factory, and we are wondering if the reverse should not likewise be treated as interstate commerce, and that is where the products are shipped from the factory to the warehouse in the same state with the intention of crossing state lines from the warehouse to final destination.

Are you in a position to supply us with decisions or opinions to support the view that such warehousing is interstate commerce?—C. B. Chapin, Ohio Match Co., Wadsworth, Ohio.

Answer—There is not, so far as we can ascertain, any court or departmental decision which directly covers the situation described.

The Federal Trade Commission's decision in the Kraft case, while I think it is undoubtedly good law, is nevertheless a ruling by a quasi-judicial tribunal and therefore would have no controlling influence in a decision by the I. C. C. or the Federal courts.

The importance is found in the fact that it is an exposition of law by a group of qualified lawyers, familiar with Federal practice and therefore with the subject of interstate commerce.

Proceeding from the very reasonable assumption that the F.T.C. properly interpreted the law in the Kraft case, there seems to be no doubt as to the accuracy of your interpretation provided the storage is an *in transit* incident to an interstate movement.

In the Kraft case, goods moved interstate before reaching the warehouse, and were moved intrastate from the warehouse to the consignee. The F.T.C. held the movement from the shipper to the consumer to be interstate, the break for storage notwithstanding.

You ask what the situation would be if the storage intervened before the shipment left the state of manufacture.

The quoted language in our story of September, 1937, seems to supply the answer: storage *in transit* does not affect the interstate aspects of the movement.

The Commission said, in part: "There is a continuous, uninterrupted flow and current of commerce in respondent's products from the factories to warehouses and from the warehouses over regularly established routes to retailers, whose identity is known in advance."

The words which are italicized seem to be the key to the whole situation.

Goods warehoused in the state of their manufacture might be stored under either of two circumstances.

1. As inventory, subject to withdrawal and shipment when, as, and if required to fill an order.
2. As goods manufactured for and designed for eventual movement to a purchaser "whose identity is known in advance."

In illustration No. 1, no interstate movement would begin until the warehousing service was ended. It would be conceivable, for instance, that the entire lot would be sold within the state and never cross a state line. There would be no "uninterrupted" or "continuous" flow. Obviously interstate movement was not contemplated when the goods were stored subject to call for sale within, or without, the state of manufacture.

In illustration No. 2, goods purchased for an identical buyer begin their interstate movement as soon as they leave the factory, and if stored in transit do not lose their interstate character. They will eventually move on, over state lines, to reach the purchaser. There is a case where there is storage "in transit," an incidental stoppage which does not, however, in legal contemplation, break the "continuous, uninterrupted flow" which the F.T.C. found in the Kraft case.

The situation described by you places the facts in different order but does not change the underlying legal principle enunciated by the Federal Trade Commission.

In simplest possible language, the situation seems to be this: if the goods are destined for an identified consignee in another state, at the time they leave the factory, in transit storage does not deprive them of their interstate character; if the goods are warehoused (in the state of manufacture) before an interstate destination becomes established, the storage is an intrastate function.

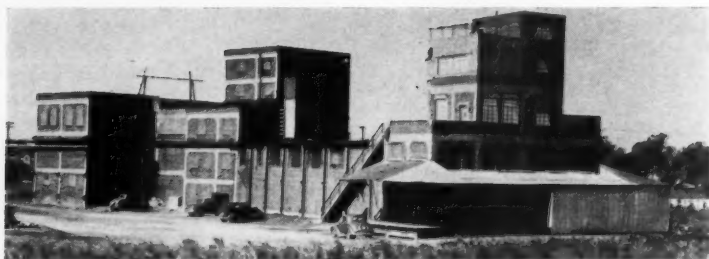
As before stated, these conclusions are our own, since we can find no decision or ruling directly in point.

Thanks

THE following telegram has been received by *DandW*: "In behalf of state warehousemen's association and particularly for Seattle operators, we want to thank you for the splendid presentation in the June issue. This does mark the "Dawn of a New Era" for the industry in Washington and we shall not fail to take full advantage of your timely assistance.—H. E. Shiel, president, & Lloyd X. Coder, secretary, Washington State Warehousemen's Assn."



Left—Mr. and Mrs. Harding in the living room of Kaw-Pent, their penthouse above the Midwest Cold Storage warehouse at Kansas City, Kansas.



Right—The penthouse in the right foreground. Note outside steps

A MODERN HOME ATOP

JOHAN H. HARDING, vice-president and general manager of the Midwest Cold Storage & Ice Corp., 5th and Kaw River, Kansas City, Kan., has not only through a vigorous campaign been instrumental in increasing the business of this company but he has originated the idea of converting part of the property into a penthouse as living quarters for himself and family.

The Hardings have one of the most unusual residences in Kansas City. Above one of the warehouse buildings stands the "superstructure" that formerly housed an elevator grinding mill. Here they have had constructed a modern, compact, and attractive home, "Kaw-Pent."

The plain exterior of this air-conditioned penthouse still harmonizes with the remainder of the warehouse, though one part is new brick and the window openings were rebuilt and repaired to conform with living needs.

Midwest Cold Storage and Ice Corporation, Kansas City, also expands its facilities to care for increasing business

Inside, the Venetian blinds, light pastel shades, tile floors, colored structural glass walls and modern fixtures of bathroom, and the furnishings—all are thoroughly modern.

First Floor

The first floor, 39 by 24 ft., is devoted to a large living room, dinette and modern kitchen. The old beams are the same, but have been effectively decorated.

The warehouse stairs leading from the first to the second and to the third floors of the penthouse were modernized by use of rails and carpeting. The master bedroom, 19½ by 24 ft., a smaller bedroom and the bath are on the second floor. Another stairway

leads to the third floor where the children's bedroom opens on a play-porch protected above the parapet by screen wire. The other two floors have enough space on the outside terraces to plant shrubs, flowers and other greenery.

The penthouse, reached via an open stairway along the side of the warehouse building, overlooks a picturesque scene that includes the Kaw River and the Kansas City industrial district.

With the company's substantial increased business has come the need for expansion in facilities. Briefly, the expansions include a three-story cold storage addition and a new ice storage vault that will increase capacity 320,000 to a

total of more than 1,500,000 cu. ft. These are in process of construction.

This expansion reflects an especially rapid growth during the past 2 yrs. in the storage of fish and of quick-freezing of vegetables, fruits and canned eggs.

Increased business has not just "happened," however. Mr. Harding, who joined the company in 1936, introduced and has carried through a vigorous campaign to sell: (1) competency in warehousing perishables; (2) a financing service at low interest rates; and (3) unexcelled transportation facilities.

Mr. Harding has been selling cold storage service for 17 yrs. Beginning with the Alexander (La.) Ice and Cold Storage Co., which later was combined with the Louisiana Ice & Utilities, Mr. Harding became successively manager of the Magnolia Ice Co., Beaumont, Tex., the Pure Ice & Cold Storage Co., Lake Charles, La., and the Oakdale (La.) Ice Co.

In addition to the present expansion to be completed at a cost of approximately \$40,000, the company a little over 1 yr. ago installed the latest quick-freezing equipment and a system of controlling humidity in all cooler rooms. On the latter the company spent about \$45,000.

Midwest has profited from its

quick-freezing investment, as it now handles a long list of products that originated in all parts of the country. The monthly inventory of fish averages 4,000,000 lbs. This item comes from Holland and other foreign ports as well as the United States. The company has been able to sell to fish handlers its location and transportation facilities as a central depot for U. S. distribution.

In addition to fish the company freezes around 2,000,000 pounds of meat a year for Wilson & Co., whose Kansas City plant is only a few hundred feet from the warehouse. Located in one of the Midwest buildings is the Levy Meat Co., wholesale packer and dealer in fine Kansas City cuts, who ship fresh meat and produce all over the United States.

Egg Business

Approximately 325 cars of eggs are stored annually for Standard Brands, Inc. Bowman Egg Co. has its quarters in the warehouse, and during peak laying seasons buys eggs from a wide local area for concentration in cans and storage at Midwest.

The company finances, on the basis of warehouse receipts, about 40 per cent of all produce stored, including fish, and in 1937 made a total of \$3,000,000 in such loans. This service has proved attractive,

especially to producers. For instance, Midwest handles approximately 200 carloads of Kaw Valley potatoes each year. These start coming in in July, and are moving out the remainder of the year.

It also stores for local farmers certified seed potato stock most of which comes from Nebraska and Michigan. This adds another fifty cars a year, and comes in during October for distribution in February and March. Some of the stock is shipped out earlier in order to reach Louisiana and other parts of the South for the earlier planting.

Midwest handles around 110 cars of apples from Missouri orchards, 70 cars from Illinois, Virginia and Idaho.

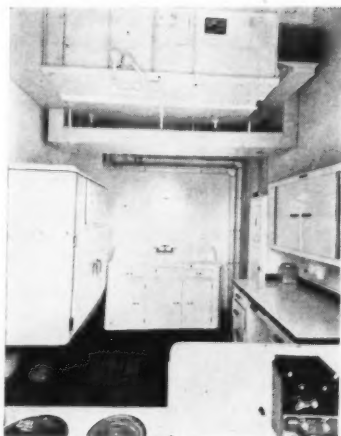
The Kansas City area produces considerable popcorn, which is another item of storage. It is held by Midwest under proper humidity conditions to preserve its fine popping qualities.

Midwest even gets several carloads of cut flowers for storage during the year; of peonies for Decoration Day, for instance. Other produce includes dried fruits, citrus fruits, peanuts, pecans, walnuts, and nut meats, cabbage, parsnips, turnips, onions, celery, carrots, beets, candles, salted fish, dates from Africa, fancy imported canned goods such as Russian caviar that need to be held at certain temperatures.

Another major activity is, of course, production of ice, and during the peak season Midwest moves 110 tons daily to Kansas City, Kas., ice dealers. It also ices refrigerator cars for several railroads.

The company recently acquired the business of the Jackson County Ice & Cold Storage Co.

OP A COLD STORAGE PLANT



Left—A modern kitchen has been provided. Air conditioning is included

Right—The three Harding children in their bedroom on the third floor. The bedroom opens on a playporch



IN THE COLD STORAGE FIELD

Precooling Before Shipment with Portable Equipment

PRECOOLING is of great help in having produce arrive at markets in good condition, declares the Department of Agriculture. It lowers temperatures more uniformly and rapidly than ice in refrigerator cars, retards ripening, aids in controlling transit disease, and lowers cost for transit refrigeration.

When farmers first were shown the advantages of precooling fruit and vegetables before shipment, its use was limited by lack of equipment. It first was available only in the cold rooms of warehouses in specialized areas. When specialists from the U. S. Department of Agriculture developed portable equipment for precooling the produce after loading in the cars, the practice was widely adopted.

Now, innovations introduced in Florida and California are expected to make precooling available to even more farmers, reports D. F. Fisher, refrigeration specialist of the Department.

The produce is placed in a trough of circulating ice water. In California the usual practice is to add crushed ice continually to the water to keep the temperature near freezing—the produce being washed at the same time. The disadvantage of this process, says Mr. Fisher, is that the water becomes muddy before a day's precooling work is over. In Florida the produce is usually washed first and then placed in water, cooled almost to the freezing point by circulation over refrigerated coils.

The process has been successful in both States in cooling such vegetables as green peas, celery, broccoli, cabbage, asparagus, and other vegetables which a cold bath does not damage.

New Low-Price Cabinets for Frozen Foods

Two new low-priced mechanical cabinets, for storing frosted food packages, to retail at \$225 and \$172, respectively, have been placed on the market by the Frosted Foods Products Co., New York City. These are called the Polarbox. The model A is a five pull-drawer type with over-all dimensions of 65 in. in length, 30 in. in width and 39 in. in height. It has a storage capacity of 11 cu. ft. and operates electrically on the dry direct-expansion principle, on a ¼ hp. motor. Operating cost is said to be \$4 per month.

Model B is a 4-hole reach-in type with lift containers for holding the packages. This container is like a box with open front and top and with shelves at bottom and center, on which the packages are placed. Handles on the top permit the entire container to be raised for convenience in getting at the contents. The over-all dimensions are 53 in. long, 30 in. wide and 32 in. high. Storage capacity is 7 cu. ft. Power is the same as in the Model A.

Locker Type Cold Storage Ruling in Minnesota

The Attorney-General of Minnesota has rendered a decision relative to the Cold Storage Act, stating, "The meat locker cold storage consists of a large number of lockers within a cold storage room and are operated by both cooperative and private owners. The lockers are rented largely to farmers either by the month or year. Usually, such storage operators carry on a slaughter service so that farmers may bring in their animals and have them butchered and sliced and placed in their individual leased lockers, for which they hold

the key and at all times have access. These warehouses do not come under the licensing law, as the Cold Storage Act was not intended to cover warehousing of this nature but for warehouses furnishing cold storage for products destined for re-sale to the general public."

Both in the regular public warehouses and the locker type plants, inspectors from the State Department of Agriculture make frequent inspections as to sanitary conditions and to see if foodstuff placed therein is fit for human consumption. When the present Cold Storage Act was enacted in 1923, there were no locker type plants leasing space for use of individuals.

Dulany Opens New Frozen Food Unit in Exmore, Va.

John H. Dulany & Son, Fruitland, Md., has opened a frozen food plant of steel and concrete construction in Exmore, Va. The new plant is located in the center of the Eastern Shore's growing area and adjacent to a cold storage warehouse, affording ample storage facilities. It is planned this season to quick-freeze strawberries, broccoli, lima and stringless beans and crab meat. The home office of the company is located at Fruitland, Md., where the main canning plant is erected. At this location it has built a new steel and concrete fireproof warehouse. Sweet potatoes, Irish potatoes, lima and stringless beans, peas and tomatoes comprise the staple articles at this plant.

Seattle Fish Co. Takes on Moffat Frozen Foods

The Seattle Fish Co., Denver, Colo., has purchased a two-story building, 1537 Market St., for the storage of 500,000 lbs. of frozen foods. The company has been appointed distributor for the S. A. Moffat line.

Increased Capacity Shown by Cold Storage Warehouses

Refrigerated storage capacity of cold storage warehouses and meat-packing establishments in the United States has increased more than a third during the past 16 years, according to surveys by the Bureau of Agricultural Economics of the U. S. Department of Agriculture.

Reports from 1,374 cold storage warehouses and meat-packing concerns for 1937 indicate a combined refrigerated capacity of 730,322,012 cu. ft. compared with 543,572,892 cu. ft. reported for 1302 establishments in 1921. Used mainly for food storage, cold storage warehouses report material gains during the past few years in the quantities of quick-frozen fruits and vegetables stored.

In public warehouses, more space is used for the storage of apples than for any other commodity. Eggs rank second in the amount of space consumed.

Hidden Newport News, to Lease 6 C. & O. Warehouses

The site on which six warehouses will be constructed by the Chesapeake and Ohio Railroad at Morrison, Va., is being cleared. These will be leased to the Hidden Storage and Forwarding Co., will cost \$120,000 and will increase the combined storage capacity at this port by approximately 120,000 sq. ft.

Although constructed with the immediate view of storing tobacco, the warehouses will be built so as to accommodate miscellaneous imports. Each warehouse will have an automatic sprinkler system, concrete floor, platform and ironclad superstructure.

FROM THE LEGAL VIEWPOINT

By LEO T. PARKER



Who Pays for Delay at Canadian Border?

LEGAL EDITOR, *DandW*: We contracted to move household furniture from Chicago to Canada. The shipment was transferred at Detroit to a truck of a Canadian mover, and on entering the port at Windsor, the owner of the shipment was not there to clear the shipment. The Canadian mover finally contacted him after a day or two, and then the shipper did come to the port and make the necessary declaration. He failed to notify the mover after he made this declaration and then the furniture was held on the truck at the border for another 3 days until delivery was finally made. The mover ascertained that declaration had been made.

The Canadian movers collected \$87.00 additional to cover the use of the truck for the 5 days it was held up, although the owner of the shipment advised us that the goods were delivered on a different truck than the one he saw it on at Windsor.

The shipper is suing us for \$100.00, this amount representing the sum he paid the Windsor movers for the delay, of which amount we received absolutely nothing, and we, not being on hand in Canada, knew nothing about the delay. Are we liable?—General Movers.

Answer: You may obtain detailed information regarding the Canadian Custom Laws by writing to the Canadian Custom Officials at the Port of Entry. However, it is my opinion that the Canadian Custom Officials will not permit unloading of motor trucks to await convenience of the owner to declare the merchandise. If this were permitted it would be necessary for the owner of the goods to pay storage charges which probably would be an important item when compared with the amount of \$87.00 which the Canadian movers demand for use of the motor truck for a period of 5 days.

Of course, if the owner of the

goods is negligent in failing to make appearance to claim the goods, he is the responsible party and he is obligated to pay the additional charges to the Canadian movers. Under the latter circumstances, you are not responsible for increased amount of the bill presented by the Canadian movers.

Mr. Parker answers legal questions on warehousing, taxes and related matters.

Send him your problems care of this magazine. There will be no charge for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

Limiting Negligence Liability

LEGAL EDITOR, *DandW*: We are interested in using a contract for local moving, within the city limits of Dayton, Ohio, which will permit us to definitely limit our liability. We would like to limit our liability for losses resulting from our negligence. Can we do that?—The Lincoln Storage Co.

Answer: Various higher courts have held that neither a warehouseman nor a common carrier can make any valid contract whereby he is relieved from liability for losses resulting from negligence of his employees. Of course, some courts have held that liability may be limited for losses not resulting from negligence if the rate charged is in proportion to the liability limitation.

The reason given by the courts for the above mentioned established law is that in the interest of

public policy neither a warehouseman nor a common carrier may be relieved from liability for losses resulting from negligence of its employees.

Liability on Failure to Unload

LEGAL EDITOR, *DandW*: On April 7th we consigned a pool car of new furniture to a terminal company with stopover in a town with the William Company to part unload. The William Company advised us that due to labor conditions it turned the car over to another company for distribution without first wiring or advising us in any manner. The latter company permitted the car to go on to Cleveland, without unloading part of the car at the designated town. Now, the William Company advises that it could not locate the consignee in the town or telephone directory. The William Company does not want to assume any liability for failure to properly handle distribution of this car.

Will you be kind enough to advise us if we cannot hold the William Company responsible for its failure to contact us before turning the car over to another for distribution?—Security Warehouse Co.

Answer: The law is well established that any person who selects another to act as his agent is responsible for negligence of such agent. In other words, it is my opinion that the William Company may be liable to you providing it did not use ordinary care to locate the consignee. Of course, if it was impossible for the William Company to locate the consignee, it is doubtful that any liability exists because under these circumstances it would have been impossible for the William Company to have distributed merchandise although the pooled car had been unloaded in the designated town.

In view of the difficulty and expense of litigation it would be advisable to settle this controversy on a compromise basis.

Sale of Goods at Public Auction

LEGAL EDITOR, DandW: We would appreciate it if you would give us the exact legal and correct manner in which to dispose of goods in storage on accounts that have lapsed.

Is it necessary to hold public auction? What length of time is required, during which time no payment has been made, before goods can be disposed of? Must disposal be advertised, if so, in what type paper? Is it possible for warehousemen to take over goods in payment of an account? —Allmen Transfer & Moving Co.

Answer: It is quite impractical, in these pages, to enter into the legal discussion of details regarding selling stored goods to recover overdue storage charges. This is so because the technicalities are numerous and any slight failure on the part of a warehouseman to strictly adhere to the state statutes may result in heavy liability for conversion of the goods illegally sold.

Therefore, it is advisable that you consult a local lawyer, who is experienced with warehousemen laws, to advise you.

However, I may inform you that it is necessary to hold a public auction and that the anticipated sale must be advertised in a recognized newspaper and that the warehouseman is not permitted to take over the goods as payment for the overdue account.

Moreover, a written notification must be given to the owner of the goods notifying him of the intended sale. All of these acts must be performed strictly in accordance with the state laws which also designate the period which must elapse between the date of the sale and the publication of the last advertisement and sending of the written notification.

Was Space Rented or Used for Storage?

LEGAL EDITOR, DandW: We have a disagreement with a customer as to whether merchandise was stored in our warehouse on a space rental basis or an ordinary warehouseman's storage basis. We have issued receipts which indicate that the contract is an ordinary storage agreement, but in some other respects it may be a space rental contract. How can we arrive at the answer to this question? —Fidelity Storage & Transfer Co.

Answer: It is my opinion that the important consideration is whether or not, when the contract for space was made it was mutually understood that such space was

to be on a space rental basis or the goods were being stored as ordinary merchandise or stock.

In other words, the higher courts, when deciding litigations of this nature, invariably endeavor to determine the original intention of the contracting parties. Sometimes considerable testimony is necessary to enlighten the court so that it may render a dependable and satisfactory opinion or decision. Therefore, in view of the fact that I have no information regarding conversation between the customer and yourself previous to making the contract, it is quite impossible to render a dependable opinion.

Obviously, the contents of the written agreement, and receipts issued, may be affected by testimony relating to verbal conversation.

Must Pay Higher Rate Despite Error

LEGAL EDITOR, DandW: We purchased a lot of merchandise and received a freight rate from a trucking company. We bid according to this rate, and secured the contract. When the merchandise arrived the original rate was crossed out and 10c. cwt was added on to it. We refused to pay this additional 10c. and wrote the trucking company advising them so. We then received a letter from the Interstate Commerce Commission, stating that the trucking company which originally gave us the rate made an error, and that we must pay this additional 10c. cwt. This additional 10c. cwt that we are requested to pay wipes out our profit on this transaction, and we cannot see why we should be held responsible for their mistakes. Will you please advise us regarding same? —Metallurgical Products Co., Pa.

Answer: In a late case (113 S. W. (2d) 291) a trucking company entered into a written contract with a shipper to transport merchandise for a stipulated price. Later it developed that the contract price was lower than that authorized by the Public Service Commission. The trucking company refused to transport the goods and the shipper sued the trucking company for heavy damages. The higher court held the trucking company not liable on the contract and also held the trucking company not responsible in damages to the shipper and explained that the trucking company was legally bound to observe the freight rates fixed by the Public Service Commission and that the contract between the trucking company and the shipper was void.

In view of this late case it is my opinion that you cannot hold the trucking company liable in damages for your losses.

Shipper Sues For Damages

THE courts have consistently held that a common carrier is not liable in damages for breach of a shipping contract, in absence of proof that it had knowledge or notice of circumstances rendering such damages a natural and probable result of the breach, when the contract was made. Of course, in many instances knowledge of the carrier may be implied, if the circumstances are such that by the exercise of ordinary care of its agents the carrier should have had this knowledge.

Another important point of the law is that a common carrier's contract to transport freight for less than the rate fixed by the Railroad Commission, or Public Service Commission, is void and the carrier is not liable in damages to the shipper although the latter suffers financial loss.

For illustration, in *Herrin Transp. Co. v. Marmion*, 113 S. W. (2d) 291, Beaumont, Texas, it was disclosed that a motor truck transportation company entered into a contract with a shipper to transport for \$30.00 a specified quantity of merchandise from Houston, Texas, to Beaumont, Texas. The transportation company is a common carrier and its freight rates are regulated by the Railroad Commission. The agreed \$30.00 freight charges was considerably lower than the charge authorized by the Commission.

The company failed to transport the goods and the shipper filed suit against the transportation company for breach of contract and the loss of profit suffered by reason of the breach.

It is interesting to know that although the lower court held the transportation company liable for \$300.00 damages, the higher court reversed the verdict, and said:

"Appellant was a common carrier, and was by law compelled to observe the freight rates fixed by the Railroad Commission. The freight rate fixed by the Railroad Commission for transporting freight from Houston to Beaumont greatly exceeded the alleged contract price of \$30.00. The alleged contract was void, and gave no right of action to appellee for its breach."

Right to Cancel Contract

WHERE fraud or imposition has been practiced upon one of the parties to the contract, or where the contract was executed under a mistake of facts or obligations the contract may be cancelled and declared void. On the other hand, the courts have established the law that all written contracts are *always presumed to be fair*

and honest, in their inception and execution, and the party challenging a written contract for fraud or mistake must sustain his position by clear and convincing evidence. Likewise, when fraud or mistake is alleged as a ground for avoiding the stipulations of a contract, it must be made to appear by the complaining party, not that he has made a bad bargain, but that he has been wrongfully and fraudulently induced to execute something contrary to what he thought to be his contract.

Courts cannot and will not rectify bad bargains or *make* contracts for parties and, in order to avoid the appearance of doing so, strong and cogent reasons are demanded in the evidence in support of the allegations when an attack is made on a written contract for either fraud or mistake. In other words, when either party to a contract endeavors to cancel it, or avoid his assumed obligations, on the grounds that fraud was practiced on him, or that he did not understand the obligations when he signed the contract, he must introduce convincing testimony to prove positively that his allegations are true. Also, no party to a contract may avoid his obligations by proving that he signed a contract without reading it and, therefore, did not realize or understand the obligations expressed in the contract.

For example, in *Bradley v. Industrial Commission*, 76 P. (2d) 745, Arizona, it was shown that an injured employee, who was capable of reading and understanding the contents of a contract, signed an instrument limiting his rights to recover compensation for the injury. Later he attempted to void the contract on the grounds that he was mistaken as to the obligations when he signed the contract. However, it is interesting to know the higher court refused to release the employee from the contract obligations, saying:

"When a person bound by a writing has carelessly signed the same without reading it, the mere fact that he believed it to be something else than what it was, when such belief was not brought about by the misconduct of the other party, furnishes no ground for the admission of evidence that he did not mean to execute it, for courts are not under the duty of relieving parties of the consequences of their own gross negligence."

In order that readers may clearly understand the law of cancellation of contracts, attention is directed to the leading case of *Smith v. Mosbarger*, 18 Ariz. 19. The facts of this case are that a person, who attempted to avoid the obligations in a written contract, testified that he was not well versed in the English language, was unable to read and understand the contract, and was in feeble and ill health, and that the other party to the

contract misrepresented to him the nature of the assumed obligations. Other testimony was introduced before the court to verify these facts.

The court promptly held the contract void because the complaining party to the contract had been defrauded, since he could not under the circumstances read and understand the contents of the written contract, and the other party had misrepresented the written obligations specified in the contract.

Owner Unlawfully Loads Truck

VARIOUS courts have held that it is negligence as a matter of law to drive an automobile along a public highway in the dark, or otherwise, at such speed that it cannot be stopped within the distance that objects can be seen ahead of it.

On the other hand, a driver of an automobile is not obligated to anticipate anything unusual, and he is not expected by law to anticipate another person's negligence. In other words, the rule that a motor vehicle driver must see objects and be able to stop within the range of his lights does not apply to motor trucks improperly or unlawfully parked, loaded or operated.

For illustration, in *Bard v. Baker*, 278 N. W. 88, Michigan, it was shown that a motor truck was loaded with mats 4 ft. wide and 16 ft. long. The mats were loaded crosswise and extended from the sides of the truck in violation to a state law. At nighttime the driver of a sedan failed to observe the mats, crashed into them, and he was killed. His dependent sued the truck owner for damages. In holding the truck owner liable, the court said:

"In our opinion, plaintiff's driver should have seen the lighted truck parked on its proper side of the road, but he had a right to assume that it was loaded and parked in compliance with the laws of the state."

Legal Right of Way

ONE very important question is: Assuming that no traffic laws, lights, or signals give either a motor truck or a pedestrian the right of way at a street intersection, who has the right of way? Contrary to the opinion of a majority of readers, pedestrians always have the right of way.

For example, in *Bracht v. Palace*, 65 Pac. (2d) 1039, the litigation involves an injury to a pedestrian who was struck by a motor truck. At the time of the accident the evening was stormy.

Heavy rain was falling. The truck driver did not see the pedestrian, nor did the latter see the truck until she was struck. She was thrown across the front bumper of the truck.

The lower court held the company not liable. However, the higher court reversed this decision because the lower court failed to instruct the jury, as follows:

"In determining whether or not the plaintiff (pedestrian) was guilty of contributory negligence, you are instructed that plaintiff, in the absence of notice to the contrary, had a right to assume that the driver of the truck, and others, in the operation of motor vehicles, would obey the requirements of the law, and would operate their motor vehicles in a reasonable and prudent manner, and would yield the right of way to any pedestrian within the regular cross walk."

Employee Held Independent Contractor

A WAREHOUSEMAN is responsible for injuries effected by all employees who act within the scope of their regular employment, and under control of the warehouseman. However, a warehouseman never is liable for negligent or injurious acts of an independent contractor, such as a motor truck driver who owns his own truck and makes deliveries according to his own ideas and desires, or one who acts outside the control of his employer.

For example in *Kassela v. Hoseth*, 258 N. W. 340, it was shown that an employer sold a motor truck to a man named Hoseth and took a mortgage for the balance due. Hoseth forwarded reports to his employer showing his trips, and also agreed that he would, as a matter of courtesy, and without any compensation attempt to collect delinquent accounts for his employer who, however, had no control over Hoseth.

One day Hoseth collided with another vehicle whose injured occupants sued the employer to recover damages on the contention that Hoseth was a legal employee. Although Hoseth was going to collect an account when the accident occurred the higher court refuses to hold the employer liable, and said:

"Although Hoseth's operations were conducted in territory specified by Brucker (employer), the latter did not direct or control where, when, or in what manner Hoseth was to drive. Hoseth was operating his own truck, at his own expense, and on his own time. Excepting that he had to report and remit daily . . . Hoseth was free to do as he saw fit, without any control on the part of Brucker as to the manner in which the details of his work were to be performed. Consequently . . . the relationship which existed between Brucker and Hoseth was that of employer and independent contractor."

MOTOR TRANSPORT

Shippers Oppose Minimum Rates for Truckers

A HEARING before the Interstate Commerce Commission was thrown into an uproar recently when shipper representatives vehemently opposed the establishment of minimum rates in Central Territory on the ground that the rates proposed by the Central States Motor Freight Bureau, Inc., if adopted, would make that organization the "rate dictator" of the central region.

It was further contended that the setting up of minimum rates based on the Bureau's tariffs would result in inconsistencies and discriminations throughout the area, and that the proposed tariffs were not based upon fact.

When the hearing opened before the Commission's Division 5, Commissioner John L. Rogers, presiding, announced that 6 weeks ago in Chicago, testimony was received from motor carriers favoring a minimum rate order. Continuance of the hearings in the National Capital, he said, was for the purpose of permitting shippers to present their views.

A petition was presented by Ross D. Rynder, of Swift and Company, and three other large packing firms, signed by virtually all interested shipper representatives, urging the Commission to appoint an examiner to prepare and serve upon the parties a report as a basis for exception and argument, or to permit the filing of proposed findings of both parties, each being notified of the proposals of the other, as a basis for argument.

At this point, John R. Turney, counsel for the Central Bureau, told the Commission that H. A. Holloper, of the Indiana State Chamber of Commerce, chairman of the shippers' committee, had agreed in Chicago that oral argument in the case would follow immediately the conclusion of the hearing. It was due to this promise, he said, that more time had been given shippers to prepare their side of the case.

In reply, Holloper announced that since that time the Supreme Court had ruled in the Morgan-Kansas City Stockyard case that it was the right of interested parties to be granted such a request.

Obviously displeased by the turn of events, Commissioner Rogers reprimanded shippers "off the rec-

ord" for their action in the case. Paul Blanchard, of Armour and Company, denied he had made such an agreement.

After the luncheon recess, Holloper withdrew his name from the petition, followed by nine other shipper representatives, leaving but six names attached to the petition.

Rogers then ruled on the petition to permit both parties to file findings with the Commission and with each other as a basis for oral argument. He denied the request for a proposed report. In granting this part of the petition, however, Commissioner Rogers explained that the proposed findings would have to be filed before oral argument, and that the arguments would commence immediately after conclusion of the hearing.

Blanchard moved that the case be discontinued on the ground that the motor carriers had not put into the record any evidence upon which the Commission could base a minimum rate order. The request was denied, however, and the hearing continued with testimony by Holloper, who contended that the proposed Bureau rates were inadequate and in many cases "erroneous."

Among other things, Holloper criticized the Bureau's "light and bulky" rule, and "a rule which might permit a carrier to have a minimum weight basis much higher than the actual capacity of the truck."

Simple, uniform rates based on cost, were favored by A. H. Schwietert, manager of the United States Gypsum Co. Under his suggestion uniform per truck mile costs and terminal expenses would be fixed.

Schwietert offered an exhibit showing that 211 carriers in the central area published no rates for shipments of 5,000 lbs., and that 38 carriers lacked rates for 10,000-lb. shipments.

B. M. Angel, traffic manager of Stokely Brothers, Indianapolis, Ind., testified that the proposed Bureau tariffs were not uniform.

L. F. Orr, representing the Pet Milk Co., declared that the proposed schedules were too high to attract new traffic or to hold existing traffic. Truck operation beyond 150 miles, he said, is unprofitable, and the establishment of minimum rates based on the Bureau's proposals would allow trucks to operate twice that distance and merely increase the surplus in transportation facilities.

Texas 7,000-Lb. Law May Close Glass Plants

Ball Brothers, Muncie, Ind., manufacturers of glass fruit jars with two plants in Texas, are reported planning to close the Texas plants unless the 7,000-lb. law applying to truck loads is repealed. The Ball plant at Three Rivers is already closed and the other at Wichita Falls will be forced to close. The company claims that the weight-restricting law has placed a burden upon the distribution system which cannot be borne.

New Truck Parking Rules in New York by September

Effective Sept. 15, no truck will be allowed in New York City to back to the curb, or park double, in the area bounded by 14th and 59th Sts. and 9th and 3rd Aves. This will prevent angle parking.

The new traffic regulation reads in part as follows:

"No driver of a vehicle or combination of vehicles used for transportation of merchandise shall stop, stand or park in any of the streets herein designated other than parallel with and close to the curb and occupy not more than 10 ft. of roadway space from the nearest curb, and in no case shall any vehicle be backed in at any angle to curb."

"No driver shall stop or stand a vehicle or combination of vehicles for the purpose of loading or unloading merchandise or materials in any one block, of streets herein designated, for a period of more than 2 hrs."

The new regulation will require changes in methods and hours of deliveries in the midtown section.

Michigan Sets Minimum Rates

The Michigan public utilities commission has set minimum rates for common and limited common motor carriers in intrastate traffic. The order is mandatory on all common and limited common carriers covering their class rates with the exception of certain specialized kinds of freight such as petroleum products and tanks, autos, household furniture, magazines and newspapers.

The order specifies that the class rates now in effect by the Michigan intrastate motor tariff bureau will be the minimum class rate that can be on file by any common or limited common motor carrier whose rates or charges are based on class rates.

The order further states that the national motor freight classification, M.P.U.C. 4, shall be the official class for all common or limited

TATION

Department Conducted by

F. EUGENE SPOONER

common carriers who refer to a class as a basis for class rates. All exceptions to the classification shall be the exceptions listed by Agent F. M. Wintermuth with the further provision that he shall amend his exceptions to conform with exceptions issued by Agent Meyers, now applicable on interstate traffic in C.F.A. territory.

The order also provides that the minimum charge for one shipment shall be the first class rate, but not less than 55 cents when the first class rate is not more than 46 cents and not less than 75 cents when the first class rate is over 46 cents.

Carriers are given 45 days to bring their classifications and exceptions into conformity with the order.

The order is expected to bring about uniformity at least on class rates and dispose of the confusion of the past when determining the applicable class rates in effect by all carriers for shipments throughout the lower peninsula of Michigan by motor carriers.

Mayflower Adds New Agents in Michigan

Mayflower agency coverage in Michigan territory includes a new branch sales office and four new warehouses. On June 1, the branch sales office at Grand Rapids was opened at 912 Association of Commerce Building. M. E. Thompson, salesman from the Indianapolis office of the Transit Company, was placed in charge.

At Muskegon, the Kammen Storage Co. was made an agent. Other agents appointed are: Vyn Co., Grand Haven; C. B. Christian Trucking Co., South Haven; and the Andrews Truck Line, Adrian.

At South Bend, Ind., Ray B. Hunter has been made an agent. South Bend moves requiring storage will go to the Woodworth Storage & Transfer Co.

Holiday Ban on Trucks For Traffic Safety

To promote traffic safety from Memorial Day to Sept. 11, the Wisconsin State Public Service Comm. has issued an order forbidding the operation of heavy trucks on sections of eighteen state highways on week-ends and legal holidays. Trucks of more than 6,000 lbs. will

be barred from 1 p. m. to 11 p. m. Saturdays, and from 9 a. m. to midnight on Sundays and holidays. Similar orders have been in force for 4 yrs.

Except on U. S. highway 41, south of Milwaukee, the commission exempted from the order trucks carrying livestock, fresh fish, fluid milk or cream, fresh vegetables, fresh fruit, ice cream, fresh bakery goods, ice and newspapers. A request that cheese be added to the exempt list was denied as it was not shown that it is essential.

State Highway Dept. Tenn. to Construct Weighing Stations

The State Highway Dept. of Tennessee is to construct four weighing stations designed to analyze Tennessee roads and traffic and to check overweight trucks. Bids were taken June 10 on the stations which will cost between \$5,000 and \$10,000.

Dodge COE Model

A new cab-over-engine for Dodge 1½ and 2-ton chassis has been announced. The engine is made by the Montpelier Manufacturing Co. Four wheelbases are available as follows: 108, 133 and 159 for the 1½-tonner; and 108, 133, 159 and 177 for the 2-tonner.

Accessibility, increased loading space and streamline appearance are featured and emphasis has been placed on driver comfort and general accessibility for engine work.

Approximately 28 in. of loading space is added in both models. Additional features are special heavy duty channel type front bumper, 18-gal. gasoline tank mounted outboard on the right hand side of the cab, heavy-duty front axle with large spindles and bearings, and a larger radiator core. Vacuum suspended booster brakes and auxiliary springs are standard equipment on the 2-tonner and available as extra equipment on the other model.

Federal Reduces Prices on COE Models

Substantial price reductions on its line of cab-over-engine models has been made by the Federal Motor Truck Co. The reductions range from \$35 to \$60.

Trial Sought for N. Y. Truck Racketeering Case

THE Department of Justice has announced it will ask for immediate trial of the persons named in two indictments returned before United States District Judge Clancy in New York City on May 31 by a special grand jury following 3 mos. of investigation of racketeering in the trucking industry.

The indictments charged Local 807 of International Brotherhood of Teamsters, Chauffeurs, Stablemen & Helpers of America, 6 of its officers and delegates, 62 of its members and 6 other individuals with violation of the Federal Anti-Racketeering Act and of the Sherman Anti-Trust Act. The Department of Justice asked immediate trial of the case on the ground that unless early relief is obtained, most persons engaged in over-the-road trucking will be forced out of business.

This is the first indictment ever to be returned in the State of New York under the new anti-racketeering law which was passed in 1934 for the purpose of putting teeth into the federal government's prosecution of rackets affecting interstate commerce and which makes it a felony punishable by imprisonment from 1 to 10 yrs. and by a fine of \$10,000 to conspire to interfere with interstate commerce by violence, threats, coercion or intimidation. As a result of these indictments, each of the individual defendants faces a possible sentence of 41 years imprisonment and a fine of \$50,000.

The special grand jury which voted these indictments heard the testimony of more than 300 witnesses including the representatives of shippers and principal trucking companies in Mass., Conn., N. J., Penn., Del., N. C., and Va.

The gist of the charges is that the trucks of all out-of-town shippers and trucking companies bringing general merchandise and perishable foodstuffs into New York are stopped at the city limits by members of Local 807, who by use of threats, intimidation or violence compel the owners or drivers to pay the sum of \$9.42 per trip for every truck. This amount is exacted for the privilege of being permitted to complete the delivery unmolested or for permitting some member of Local 807 to complete the transportation, delivery and un-

loading in New York. According to the indictments this enforced tribute has aggregated more than \$1,000,000,000 annually and has proved to be so heavy a financial burden on out-of-town shippers and trucking companies that many of them have been forced either to conduct their New York business at a substantial loss or to discontinue entirely their transportation of merchandise by motor truck to and from New York.

It is further charged that the racket is operated through the medium of so-called "flying squads" of members of Local 807 which cruise about the city streets in automobiles near the various points where trucks from other states are expected to arrive. The members of these "flying squads" then stop the drivers shortly after they have crossed the New York State line and demand the payment of the sum of \$9.42 per truck at the same time insisting that the driver immediately turn over his truck and merchandise to some member of Local 807, a so-called "city man," and to permit the latter to complete the transportation, delivery and unloading of the merchandise in New York. If the driver in question either refuses to pay or to permit the city man to take over his truck and merchandise not only is he himself prevented from unloading, but the consignees are prevented from accepting delivery. According to the indictments this program of extortion is enforced indiscriminately against all out-of-town trucks regardless of whether or not the drivers and their helpers are members in good standing of a labor union in their respective states of origin and the grand jury found as a fact in most instances, the drivers of the out-of-town trucks and their helpers not only were members in good standing of a labor union in their home state but were members in good standing of other locals of the same international union of the American Federation of Labor with which Local 807 is affiliated, namely, International Brotherhood of Teamsters, Chauffeurs, Stablemen & Helpers of America. It is likewise charged that these practices are enforced entirely regardless of whether or not any services are in fact rendered by the members of Local 807. Even when services have been rendered according to the indictment, they have been not only unsolicited and unwanted but unnecessary and useless since they are merely services which were previously performed by the out-of-town drivers and their helpers who are now compelled to sit idly by and do nothing although meanwhile being paid full union wages. It is further charged that even when services were rendered they

were of relatively short duration and of a negligent and careless nature frequently resulting in substantial damage to the trucks, the merchandise and the goodwill of the shippers and the truck owners' business. In many instances, according to the indictment, the 807 men who have taken over the trucks have individuals of bad repute who have had little or no experience in driving or unloading trucks and who have been otherwise incompetent and irresponsible. It was explained that in some instances, one 807 representative has taken over as many as five trucks in one day netting him as much as \$47.10 per day.

According to the indictment the same compulsion has been exercised upon out-of-state shippers and truck owners to compel them to enter into contracts with the defendant union providing for the employment and continued employment at unreasonable and excessive rates, prices or charges of an arbitrary and unwanted number of members of Local 807 to complete all transportation and deliveries with the State.

It is further charged that shake-downs ranging from \$1,000 to \$100,000 have been attempted from shippers and truck owners for the privilege of being allowed to conduct their business without interference from representatives of members of Local 807.

More than a dozen forms of coercion, intimidation and violence are listed as having been used to enforce the Union's program.

The indictment carefully specifies that the moneys collected do not represent or include wages paid by any bona fide employer to any bona fide employee.

The investigation has been conducted by John Harlan Amen, special assistant to the attorney general, assisted by Moses M. Lewis, special attorney.

Railway Express Seeks Rate Increases

Increased express charges were sought in a petition filed recently with the Interstate Commerce Commission by Railway Express Agency, Inc., and Southeastern Express Co.

The companies' petition proposed an advance in the rates on third class matter, periodicals, advertising matter, electrotypes, stereotypes, matrices, paper, patterns, samples and other articles.

Other modifications in the existing express rate structure proposed by the companies are: Increase all first-class rates under \$9 per 100 lbs. by 10 per cent, second-class

matter to be 75 per cent of the increased first-class rates.

Increase all first-class rates of \$9 per 100 lbs. and higher by 5 per cent, second-class rates to be 75 per cent of the increased first-class rates.

Substitute for the present graduated charges for first-class shipments weighing from one to 99 lbs., a scale of graduated charges computed by applying the increased first-class rates per 100 lbs. prorate for each pound, plus 10 cents with minimum charges.

Rental of Terminal Property Held a Rebate

Division 5 of the I.C.C. has held that rental of terminal property by motor carriers is a rebate to the shipper. The commission has found that the agreements between the Arrow Carrier Corp. and the Duplan Silk Corp. in connection with the development of terminal property at Hazelton, Pa., resulted in granting concessions and rebates by the carrier to the shipper.

This was also held to be unjust discrimination to shippers, in violation of the motor carrier act of 1935. In holding the respondent to cease and desist, the commission stated:

"While we have no authority under the act to regulate the terms or conditions under which a motor carrier may lease or purchase property from a shipper for its use, we do have jurisdiction over any such agreement, as we do under part 1 of the interstate commerce act when its provisions result in some violation of the act.

"The views expressed by us in leases and grants by carriers to shippers, 73 I.C.C. 671, while related to situations existing between rail carriers as lessors and shippers as lessees, are clearly applicable in principle to analogous situations under the motor carrier act, and where the status of the parties as lessor and lessee, is reversed, as in the present case.

"The courts have long held that the form of the concession or rebate is immaterial if unlawful preference or prejudice results; also, that in determining the validity of an agreement, intent is imputed where the effect of the agreement is to violate the law."

Rate Practices in Washington to Be Investigated

Truck transportation in Western Washington as to rates and practices is undergoing extensive study on the part of the public service department of the state. Director F. J. Schaaf of that department has ordered a general investigation in order to determine the rates and practices of such truck operations and to bring about uniformity. This investigation will proceed during the summer months, to be followed by a number of hearings.

Seattle hearings will take up regulations, practices and rates.

Plan to Change Insurance Rule Under I.C.C.

Comment is being sought by W. Y. Blanning, director of the bureau of motor carriers, on the proposals to suspend, modify or revoke Rule VIII of rules and regulations of insurance and other forms of security for the public issued by the I.C.C.

Interested parties are requested to file their comments as soon as possible and those intending to be present at the hearing July 15 at Washington, D. C., are requested to notify the I.C.C. to that effect.

The hearing comes as a result of formal petitions on behalf of the American Trucking Associations, Inc., Underwriters Service Assn., Safeway Lines, Inc. The hearing will be held by division 5 of the I.C.C.

Mr. Blanning believes that testimony and argument will be confined to the following proposals:

"1. That Rule VIII be amended to read as follows:

"A. Except as provided in paragraph B of this rule policies of insurance as amended by the endorsement provided by these rules covering bodily injury liability, and cargo liability must be written by insurance companies legally authorized to transact business in each state in which their policies cover the operations of the insured motor carrier, except that more than one policy of insurance may be used in cases where, in the judgment of the commission, the territorial operations of such carriers warrant separate coverage on separate portions of their routes or territories.

"B. Policies of insurance as amended by the endorsements provided by these rules governing bodily injury liability, property damage liability and cargo liability may also be written by any insurance company legally authorized to transact business in the state of its domicile, if such company

"(1) shall have been duly licensed to write the required kinds of insurance for a period of five consecutive years by the licensing officials of the state of its domicile;

"(2) shall have a surplus to policyholders of at least \$25,000 as shown by its report required to be filed, in the insurance department of the state of its domicile or by any examination made of it by the proper officials of the state of its domicile, whichever is the latest; and

"(3) shall have on deposit with the insurance department of the state of its domicile for the benefit of all of its policyholders at least \$100,000 or securities authorized as legal investment for insurance companies by the laws of said state.

"2. That Rule VIII be amended so as to permit an insurance company admitted to do business in the home state of the motor carrier to insure that carrier wherever he is authorized to operate.

"3. That the commission institute an investigation into the matter of insurance, especially with regard to costs and to the necessity and wisdom of the promulgation of Rule VIII. It is requested that, if this proposal is accepted, the commission stay the effectiveness of Rule VIII until the investigation is complete and the final decision of the commission rendered thereon.

"4. That Rule VIII be amended to read as follows:

"Policies of insurance, as amended by the endorsements provided by these rules, and surety bonds, covering bodily injury liability, property damage liability, and cargo liability, shall

be written by insurance companies or surety companies, as the case may be, which are legally authorized to transact these classes of business in the state of their incorporation or domicile, and in at least one of the states in or through which the insured motor carrier or motor carrier principal is authorized to operate, subject to the following requirements:

"Each company writing this business shall file, annually, a surety bond on the form prescribed by the commission, with good and sufficient sureties, conditioned upon the payment in full of any sum to any and all persons entitled thereto, under any policy of insurance (or certificate of insurance in lieu thereof) or surety bond issued or executed by such company and filed with the commission under these rules and regulations:

"Each such bond must be for an amount equal to at least 50 per cent of the unpaid claims and claims expense reserve of the insurance or surety company principal for liability, property damage and cargo classes of business, as reported in such company's annual statement to the Insurance Department of the State of its incorporation or domicile as of the preceding December 31st, provided, however, that no such bond shall be for an amount less than \$50,000, nor more than \$100,000.

"Each bond must be executed by a surety company or other insurance institution which is legally authorized, by the Insurance Department of the State of its incorporation or domicile, to transact a surety business, having a minimum paid-in capital and surplus, or policyholders' surplus, of not less than \$500,000, or two or more such surety or insurance companies having an aggregate paid-in capital and surplus, or policyholders' surplus of not less than \$600,000, provided further, that no such surety or insurance company shall be accepted and approved as a surety unless it possesses and maintains a paid-in capital and surplus, or policyholders' surplus, of at least \$200,000."

I.C.C. Orders Class 1 Carriers to File Income Statements

The Interstate Commerce Commission has ordered all Class 1 common carriers of property by motor vehicles operating in parts of New York, New Jersey, Penn. and Del., as defined in its investigation case known as Mc-20, to file on or before June 13 income statements for 1937 and the 3 mos. ended Mar. 31, 1938.

In the case of carriers which keep their accounts on a 4-week

basis the 1938 statement may cover the first 3 mos. of the current year as recorded by their books instead of the 3 mos. ended March 31. The statements must be made under oath on a form prescribed by the commission.

Class 1 common carriers of property by motor vehicle are those which have gross revenues of \$100,000 or more annually.

The commission broadened its investigation of the motor carriers in this area to "include the lawfulness of the maximum, minimum and precise basis of all rates, charges and classifications, and the rules, regulations and practices relating thereto, applicable to the transportation by all common carriers by motor vehicle subject to the Motor Carrier Act, 1935, of all property, except household goods, live stock, automobiles, petroleum products in tank trucks, and articles of unusual size and value, in interstate or foreign commerce between all points" included in the territory designated by the commission, except operations which are wholly in the city of New York or within the New York commercial zone.

Rates for C.O.D. Shipments Ordered by Wisconsin

The State Public Service Commission of Wisconsin has ordered standard rates for C.O.D. shipments by trucking companies. Operators have also been ordered to keep collected money in separate accounts and to promulgate revised rules for such collections.

This action was taken, it is stated, to insure prompt and full payment to shippers to whom C.O.D. collections are due. This money, it was stated, was in the nature of a trust for the benefit of the shipper and "the carrier is an agent for its collection."

Timely Copy for Securing Business



ZOUNDS! WHAT ILL NEWS HATH BEFALLENT

Mr. and Mrs. A. Way Forsummer have just been notified by telegram from Police Headquarters that burglars are taking care of most of their family possessions. Heliochroms, rugs, paintings, silver—all are gone! And Mr. Forsummer has a psychic hunch that his one and only golf trophy has not been overlooked. (XIXXXII!)

Nor will it ease the burden when Mrs. Forsummer reminds A. Way that she had suggested placing these valuables in summer storage.

B. G. Costich & Sons Inc.

871 HAYWARD AVE. ROCHESTER, N. Y.

MOVING Calver 700 **STORAGE**

The above blotter sent out by B. G. Costich & Sons was timed to reach household goods prospects just before the vacation season set in. The amusing copy style should prove very effective

Shippers' Supplies and Equipment



WHERE TO BUY

BODIES (Van)

Gerstenslager Co.; Wooster, Ohio.
(See advertisement elsewhere in this issue.)

CASTERS (Truck)

Bassick Co.; 38 Austin St., Bridgeport, Conn.

Fairbanks Co., 398 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)



Bassick
TRUCK CASTERS
Giants OR PYGMIES

There are sizes and types of Bassick Casters for every requirement. Write for catalog No. 120.

**THE BASSICK
COMPANY**

Bridgeport Connecticut

CLEANERS (Rugs & Upholstery)

Research, Inc., 4396 Broadway, New York City.
(See advertisement elsewhere in this issue.)

COVERS (Piano)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

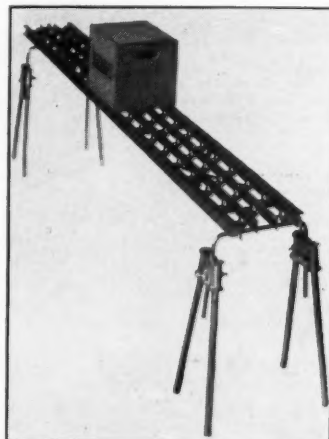
Self-Lifting Piano Truck Co.; Findlay, Ohio.

(See advertisement elsewhere in this issue.)

NEW PRODUCTS

Speedskids

A HANDY, light weight but sturdy transferring medium for wood boxes and paper cartons in manufacturing plants and warehouses. The equipment consists of interchangeable sections of curved and straight roller skids, which are hooked together easily in any combination. The skids are supported on special tripods, or may be placed on ordinary wood horses, or laid across stacks of shipping cartons and boxes, as desired. A patented and exclusive feature is the speedskid reversible curve which provides either right or left turns for loading and unloading or transferring merchandise.



The skids consist of parallel rows of steel rollers placed in staggered positions to provide uniform support for the load. Because of convenient size and light weight the equipment is ideal where changing conditions require a portable conveyor, and where permanent installations are not practical. The neat and attractive design harmonizes with all latest equipment of the most modern plant. There is no installation problem and no operating power required. One man can readily set up and take down the equipment in a very short time. The equipment is constructed for heavy duty service. Side

(Concluded on page 38)

The Cleaning Moth Proofer

Here's Real Moth Protection

Des-Tex, for fabrics, is a moth destroyer, dry rot extirpator and deodorizer. It should and will be used by all Household Goods Warehousemen to replace their present methods of cleaning and demoting upholstery, draperies, rugs, because it accomplishes in one operation what requires two different operations with other methods.

**PREVENTS DRY ROT and FUNGUS ATTACK also
GERM LIFE DEODORIZES CLEANS**

A safe formula that successfully combats dangerous textile erosions. Kills moth larvae and prevents future attack.

RESEARCH INCORPORATED 4396 BROADWAY
N. Y. CITY

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

DOLLIES

International Engineering, Inc., 1145 Bolander Ave., Dayton Ohio
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

FANS (Industrial Ventilation)

International Engineering, Inc., 1145 Bolander Ave., Dayton Ohio.
(See advertisement elsewhere in this issue.)

INSECTICIDES

Research, Inc., 4396 Broadway, New York City.

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven Conn.
(See advertisement elsewhere in this issue.)

One of the greatest wastes in business today is the inability of many advertisers to stick to adopted programs.

Save money

with these quality business cards!

Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

SEND FOR SAMPLES

Compare your present business cards with VELLOTYPE

Wiggins VELLOTYPE
BUSINESS CARDS

A product of THE JOHN B. WIGGINS COMPANY

Established in 1857

1110 Fullerton Avenue, CHICAGO



IRON HORSE

Diagonal
Square Stitch
Adds Strength!

Furniture
Pads

• Longer Wear — Greater Strength...at NO EXTRA COST.

• Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS
GRAND
COVERS
TIETAPE

Write for
Samples!

CANVAS

SPECIALTY CO., Inc.

90 Grand Street, New

York City

Phone: CAnal 6-5558

"Twenty-two years of

Honest Service"



Fulco gilt-edge

FURNITURE PADS
and TARPAULINS

give better protection—last longer. Fulco is a quality pad, made with our special ten-jump filler firmly quilted. The Fulco Gilt-Edge webbing at the ends adds materially to the life of the pad. Shredded Tarpaules are standard weather protection equipment for trucks. We are also suppliers of Refrigerator Covers, Radio Covers, Wiping Cloths, Burlap and Wrapping Twine.

Write today for illustrated price list and samples.

Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS

MINNEAPOLIS NEW YORK NEW ORLEANS KANSAS CITY, KAN.

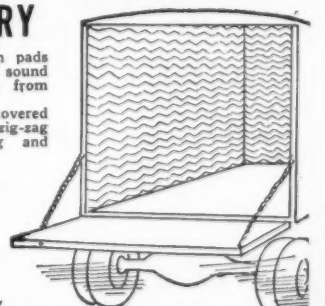
PROTECT YOUR PROFITS WITH SAFE DELIVERY

PIONEER furniture and van pads are your guarantee of safe and sound delivery of every load free from worry.

Made of new cotton and jute covered with heavy cotton drill and zig-zag stitched to prevent slipping and packing.

PIONEER pads give complete protection and long wear. Assorted sizes for all moving purposes. Write for list of types and prices.

LOUISVILLE BEDDING
COMPANY, INC.
Preston and Market Sts.
LOUISVILLE . . KENTUCKY



DREADNAUGHT CROSS-STITCHED UNI-WELT FURNITURE PADS

NEW HAVEN QUILT & PAD CO.
DREADNAUGHT FURNITURE PADS
NEW HAVEN, CONN.

72x80 cut size at \$21.00 Dz.
72x72 cut size at \$20.00 Dz.
54x72 cut size at \$16.50 Dz.
36x72 cut size at \$11.50 Dz.

Radio & Refrigerator Covers

Piano Covers
Kersey Pads



NEW HAVEN QUILT & PAD CO.
80-86 Franklin St., New Haven, Conn.
AMERICA'S LARGEST PAD MANUFACTURER SINCE 1911

KNOCKS MOTHS
Cold!

Use any tight space in your warehouse and liberal quantities of . . .

WHITE TAR NAPHTHALENE BALLS or FLAKES

available in boxes, cartons, barrels.

Write for Prices Today!



THE WHITE TAR COMPANY
OF NEW JERSEY, INC.

(A Subsidiary of Koppers Co.)

Belleville Turnpike

Kearny, N. J.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

(Concluded from page 36)

frames are of structural channel steel, rigidly cross-braced.

Various applications are found in manufacturing plants and warehouses. They are used for loading and unloading railroad cars from and to storage or shipping rooms, for unloading delivery trucks across sidewalks, and for transferring material within the plant or warehouse. Manufactured by Pohlman & Lorenzer, Inc., 549 W. Randolph St., Chicago, Ill. DandW.

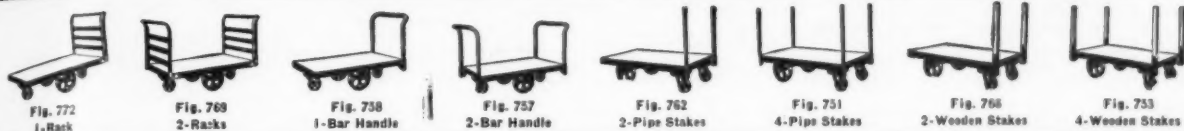
Pallet Type Hydraulic Lift-Truck

THE pallet lift truck was designed primarily for double faced pallets originally developed for use with power fork tiering trucks. When a power truck is not immediately available and also places where space does not permit their use, there was need for a hand lift-truck to satisfactorily transport these pallets. The new hydraulic truck was developed to meet this need. In order to use the truck with these double faced pallets, it is only necessary to make openings in the bottom face of the pallets by spreading the boards wide enough to accommodate the truck wheels. The truck can then be pushed into the pallet and when it is fully entered, the rear



wheels will drop through the rear opening in the bottom of the pallet and contact the floor. The truck is then elevated through the hydraulic elevating mechanism by pumping on the truck handle. Due to the single frame construction of the elevating platform of the truck, the pallet is raised off the floor without interference with the bottom boards.

On the rear of the truck U-shaped platform are mounted two sets of rollers. The purpose of these rollers is to facilitate the entrance of the truck into the pallet. These rollers, when they contact the bottom boards, raise the rear end of the truck frame, allowing the wheels to easily enter the pallet. The truck can be furnished in various sizes. Manufactured by Lyon Iron Works, Greene, N. Y. DandW.



PUT DOLLARS IN YOUR POCKETS

Equip with trucks that give you far more wear

... SPECIFY **"HALLOWELL"**

STEEL FLOOR TRUCKS

Quit paying the bills for frequent replacements—get "Hallowells"!

Heavy loads that break the back of the average truck don't even strain a "Hallowell". They stay rigid, undamaged—can't come loose at the joints. Platforms won't split or splinter.

Furthermore, the "Hallowell" wheel construction keeps them rolling along, quietly and effortlessly, throughout their many years of service.

BE KIND TO YOUR FLOORS

Equip with "Hallowell" Lift Truck Platforms. Their replaceable, end-wood legs let them set down as easy as a cat's paw. There are exclusive features that make them the best buy for economy and long life.

Send for a copy of our Catalog that illustrates and describes the complete line.

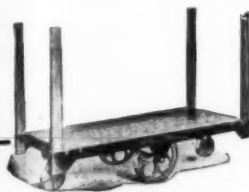


Fig. 752 Pat. Applied For "Hallowell" Floor Truck of Steel. Tilting.



Pat. Applied For Fig. 754—"Hallowell" Steel Floor Truck

STANDARD PRESSED STEEL CO.

BRANCHES

BOSTON
DETROIT
INDIANAPOLIS

JENKINTOWN, PENNA.

Box 560

BRANCHES

CHICAGO
ST. LOUIS
SAN FRANCISCO

PIANO DERRICKS AND TRUCKS

Fairbanks Co., 308 Lafayette St., New York, N. Y.
(See advertisement elsewhere in this issue.)
Self-Lifting Piano Truck Co., Findlay, Ohio.

PLATFORMS (Lift Truck)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

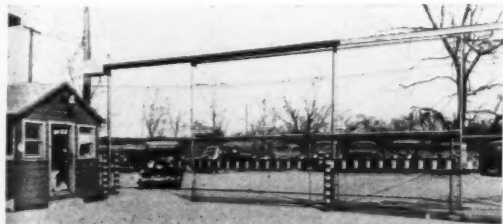
SPRINKLERS (Automatic)

Grinnell Company, Inc., Providence, Rhode Island.
(See advertisement elsewhere in this issue.)

New Kinnear Gate

Operator

WITH the new electric, motor-driven gate operator, it is possible to open or close the sliding type of gate such as is widely used on industrial premises, from remote control stations, placed at convenient points inside or outside. The



momentary-contact control switch is provided with "Open," "Close" and "Stop" buttons, which permit a watchman or other authorized persons from visible stations, to operate the gate at any approximate speed of 2 ft. per second, without

(Concluded on page 41)

TIRES (Industrial Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.
Goodrich Rubber Co., B. F.: Akron, Ohio.
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TIRES (Motor Truck)

General Tire & Rubber Co., E. Market St., Akron, Ohio.
Goodrich Rubber Co., B. F.: Akron, Ohio.
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
General Motors Corp., Pontiac, Mich.

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)
International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Hand)

Fairbanks Co., 398 Lafayette St., New York, N. Y. (Lift, platform and stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio. (Special piano)
(See advertisement elsewhere in this issue.)

Service Caster & Truck Co., 517 No. Brownwood Ave., Albion, Mich.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

Write for Catalog No. 51.

THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.

Distributors in Principal Cities

**HAMILTON STEEL TRUCKS**

are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us
quote our
prices.

The HAMILTON CASTER & MFG. CO.

Dept. D. HAMILTON, OHIO

SERVES YOU RIGHT

• A Service Push E-Z Truck will do more jobs around a warehouse for more years, with less stalling, less effort to push, and less time out for disability than any man on the payroll, or truck on the floor. The reason: Service Casters and Service chassis design. Write for catalog.

SERVICE TRUCKS AND CASTERS

FULL BEARING
Frictionless action results from double ball-bearing top-plates and Hyatt bearing wheels.

SERVICE CASTER & TRUCK CO.
517 N. Brownwood Ave.
Albion, Michigan
Eastern Factory:
452 Somerville Avenue
Somerville (Boston), Mass.

Portable Electric Lifter for Material Handling

A NEW portable electric lifter for material handling, offering safety features and embodying a number of innovations in design, is pictured here. Two heavy duty roller chains, either of which can handle the limit capacity load alone, are used for lifting the platform.

A safety hinge is employed for passing through doors and moving under overhead obstructions, enabling the operator to fold over the top section with a few easy turns of a convenient handle. It is impossible for the top section to fall and cause injury to the operator or damage to the machine.



The electric lifter is powered with a high torque, ball bearing electric motor equipped with a built-in electric brake. The heavy reduction unit is totally enclosed and runs in oil. Ball bearing wheels and sprockets are used throughout with grease sealed in for life. A line switch with thermal overload relay cuts off the motor should there be excessive overload at any time. The unit comes in all sizes up to 30 ft. high and with all capacities up to 10,000 lbs. It is powered with motors of any current characteristics. Hand and hydraulic lifters are also available. Made by The Service Caster & Truck Co., 895 N. Brownwood Ave., Albion, Mich. *DandW.*

Utility Trailer and Body an Engineered Job

HAVING just completed a modern truck and trailer body plant, the Utility Trailer Manufacturing Co., Los Angeles, Cal., is now in a position to furnish a completely engineered unit of trailer and body. This company builds everything for its trailers and bodies, even pouring its own castings in its complete steel foundry.

The company recently brought out a semi-trailer and body for Allied Van Line haulers that weighs unladen 6,000 lbs., all accomplished by the use of chrome nickel steel axles and frame and Corten steel for all the stress bearing members of the body. —*DandW.*

A policy of making advertisers contract for a schedule forces many advertisers to succeed in spite of themselves.

Mobilize HANDLING

Here one operator pulls a load away as the second man spots an empty platform for loading.



● Bags, barrels, boxes, cartons, odd-shaped loads or what have you—all can be transported the mobile way with Colson Lift Jacks and Platforms.

This system banishes those extra "pick-ups" and "set downs" that keep motor freight equipment standing idly by. You spot any load where you want it—when you want it.

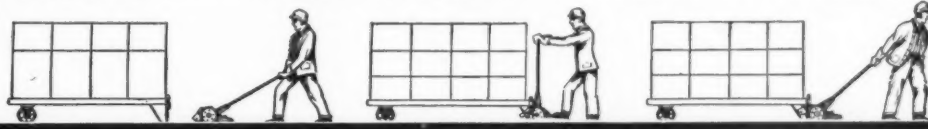
Two simple units do the trick:

1. A platform with wheels on one end and legs on the other.
2. A twin-wheeled jack that engages the front of the platform and converts it into a sturdy, easy to roll truck.

A Colson representative will gladly study your requirements and show you how the Colson system cuts operating costs. Write for explanatory booklet.

COLSON LIFT JACK SYSTEM

THE COLSON CORPORATION
3701 CEDAR STREET • ELYRIA, OHIO



TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

TRUCKS (Refrigerator)

Gimmison Mfg., George F., 6 Dayton Ave., Dayton, Ohio.

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Fairbanks Co., 308 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

CARRY-ALL

Safer — Faster — Easier

Handles any type or size household refrigerators, stoves, safes, filing cabinets, etc. All trucks padded.

The only refrigerator truck that rolls on steps with revolving skid belts. Will not damage finish, pads, brass edges.

Four Models. Prices from \$16.00 to \$32.00.

Model B, shown with adjustable lift 3"x7". Can be obtained with Stationary lift 3"x24".

Send for Circular.

GEORGE F. GIMMISON, Mfg.
6 Dayton Ave. Dayton, Ohio



\$20.00

(Concluded from page 39)

wasting time and effort and without inconvenience. Where special conditions require, other type controls such as key operated types can be furnished.

The gate is attached by means of a spring-cushioned operating arm to an endless roller chain travelling back and forth over cut steel sprockets, driven by the electric operator. The motor is provided with a slip clutch which permits the power unit from damaging the equipment in case the unit is stopped by some obstacle in the opening. The operator and travelling roller link chain is encased against weather conditions in a metal housing.

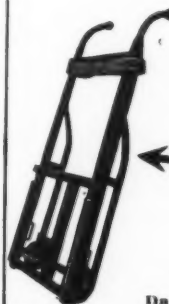
This new gate operator embodies features for added dependability and emergency conditions that have proven their value in other Kinnear equipment for a number of years. Manufactured by Kinnear Mfg. Co., 155 Fields Ave., Columbus, Ohio.

TRUCKS Refrigerator—Platform and Trailer

Deliver your Refrigerators
on Rubber

Type x—\$21.00
Type y—22.50

Ask for
Catalogue



International Engineering Inc.
Dayton, Ohio 18 Park Row, N. Y.

EVERY MONTH, FOR TWO YEARS.

During the past 23 consecutive months, D and W has modestly announced the addition of one or more new warehouse advertisers in each issue.

This July issue establishes a two-year, unbroken record, that demands our expression of thanks to the shippers who have made it possible.

Without their use of the innumerable services offered by warehousemen, including everything from light and heavy hauling to financing, this record could not have been established.

We ask them and the thousands of new shipper-readers who receive D and W each month to continue to use these money-saving services, and—

Whether you buy a service or a piece of advertised equipment, please say you selected it from

DW
and

BIRMINGHAM, ALA.

1880 — 1938

HARRIS

Over 55 Years of Service

Transfer & Warehouse Co.

8 South 13th St., Birmingham
— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

- STORAGE • DISTRIBUTION
- CARTAGE • FORWARDING

Pool Cars Handled

MONTGOMERY, ALA.

Alabama Transfer & Warehouse Co.

500 Block North Perry St.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —
A.C.W. — A.V.L.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

BIRMINGHAM, ALA.

Member



STRICKLAND

Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution

Pool Car Service a Specialty—Motor Truck Service

Centrally Located—Free Switching from All R.Rs.

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street Tucson, Arizona

BIRMINGHAM, ALA.

MEMBER



WITTICHEN

Transfer & Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Agents: Aero Mayflower Transit Company

BONDED



FORT SMITH, ARK.

W. J. ECHOLS, President MONT S. ECHOLS, Vice-President J. MONTAGUE WILLIAMS, Sec'y-Treas.-Manager

ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.

Pool Car Distribution

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.

MOBILE, ALA.



Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded

Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.&O. & Southern Railroads. Pan Atlantic S/S Corp.

FORT SMITH, ARK.

O K TRANSFER & STORAGE CO.

201 Rogers Ave.

Storing—Shipping—Moving—Packing

Complete Storage and Distribution Service

Free Switching from All Railroads

Low Insurance Rates

26 Years of Satisfactory Service

Cal. Storage Assn. Issues
Warning on Containers

The California Storage Assn., Southern Division, will send letters to the various associations asking them to kindly advise their membership as follows:

Please refrain from remarking to your customers, if you are shipping their goods using lift van or container service to California, that the receiving warehouse will purchase the containers or materials from them.

There is a surplus of these vans on hand at nearly every warehouse, and it has become a problem of the warehousemen there to dispose of them. Hauling them away, and breaking up costs money.

When a customer is refused remuneration for his materials he feels that the shipper has misrepresented to him, or that the delivering warehouseman is trying to get his containers for nothing, causing a dissatisfied customer.

A.W.I. Business Increases

Associated Warehousemen, Inc., at its semi-annual meeting at Chicago, June 2nd, reported an increase in business of 18.8 per cent over the first 6 mos. of last year.

LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street


A Complete Branch House Service

Fireproof Sprinklered • Low Insurance

Private Railroad Siding • Quick Service

LITTLE ROCK, ARK.

Arkansas' Largest Warehouse Merchandise—Household Storage



TERMINAL WAREHOUSE CO.

LITTLE ROCK ARKANSAS

Member American Warehousemen's Association

American Chain of Warehouses.

Agent for Allied Van Lines, Inc.

Absolutely Fireproof Low Insurance Rates Pool Car Distribution Compartments for household Goods

HOLLYWOOD, CAL.

Personal Service
HOLLYWOOD STORAGE COMPANY
 1025 N. HIGHLAND AVENUE
 (Merchandise division Bekins Van & Storage Company)
MERCHANDISE STORAGE AND DISTRIBUTION
 Only warehouse outside Los Angeles Industrial district with spur track . . . Low insurance . . . Modern, 14-story reinforced concrete building. Customs bonded warehouse No. 13. Internal revenue bonded warehouse No. 47.
BILL ELLIOTT, Manager

LONG BEACH, CAL.

STORAGE-TRUCKING
 DISTRIBUTION
 FREIGHT-MACHINERY
 TRUCK CRANES
 RIGGING



457 GOLDEN AVE. - P.O. BOX 237

LOS ANGELES, CAL.



The newest and most modern storage building in the West.

Our central location and unexcelled facilities make us the logical warehouse for distributing Household Goods for

Los Angeles, Hollywood, Beverly Hills, West Los Angeles, and Westwood Hills.

"Our policies are reciprocity and prompt remittances."

"The Most Beautiful Depository in the World"

American Storage Co.

3634 Beverly Boulevard



LOS ANGELES, CAL.

Nine
 Metropolitan
 Locations

OPERATING WAREHOUSES
 IN PRINCIPAL CITIES OF CALIFORNIA

BEKINS
 VAN & STORAGE CO.

1335 S. Figueroa St.
 HERB HOLT, Mgr.

LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL the FIRST . . . Established 1893 . . . MORE THAN ORDINARY SERVICE . . . We invite inquiries relative to your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

LOS ANGELES, CAL.

Completely Equipped
Merchandise
LOS ANGELES WAREHOUSE CO.
 316 Commercial Street
 Household Goods

LOS ANGELES, CAL.

1050 S. Vermont Avenue, Los Angeles

LYON
 VAN & STORAGE CO.
 SERVES CALIFORNIA

San Francisco
 Oakland
 Fresno
 Los Angeles
 Glendale
 Hollywood
 Long Beach
 San Diego

Let
 Lyon
 Guard your
 Goods

member
 NFWA-CVSA

**Inglewood (Cal.) Transfer & Storage
 Appointed Bekins Agent**

Inglewood Transfer & Storage Co., Inglewood, Cal., has been appointed agent for Bekins Van Lines. Indicating that the Inglewood company is a strong supporter of the "drive safely" movement, its trucks display the emblem of the perfect score driving club. This emblem is given only to concerns which have not had an accident in the past 3 yrs.

**Metropolitan Life Buys Bush
 Building West 42d St.**

The twenty-nine-story Bush Building, 130-132 West 42d St., New York, running through to West 41st St., and the Cameo Theatre, adjoining, were sold to the Metropolitan Life Insurance Co., foreclosure plaintiff, for \$1,000,000 on June 1. The action was brought against Exhibition Building, Inc., and others, defendants, to satisfy a mortgage judgment of \$2,034,587 and interest. The property is assessed at \$2,610,000, of which \$1,385,000 is land value.

**Two Big Moves on
 the Pacific Coast**

Two big moving jobs, entirely different in character from the average warehouse order, are credited to the Bekins Van & Storage Co. One was the moving of radio station KNX, key station of the Columbia Broadcasting System on the Pacific Coast, to its new, \$2,000,000 home. The other was the transfer between San Francisco and Los Angeles of a \$10,000 model of Treasure Island, site of the Golden Gate International Exposition, which will be held in San Francisco in 1939.

Radio listeners tuned in on the inaugural broadcast from the new KNX studios little realized the important part the warehouse industry played in transferring the valuable equipment of that station from the old to



the new location, thus insuring the broadcast of the inaugural program on schedule. This job included the moving of equipment, office files, furniture and all the incidentals associated with a going concern employing over 250 and all without any interruption of the broadcasting service during the change-over.

The moving of the 16-ft. long, 10-ft. high and 7½-ft. wide model of Treasure Island required extreme care. The model took nine specially trained men 2 mos. to build and is complete, even to 2,500 miniature automobiles, shown in parking areas and roadways, 3,600 tiny palm trees, and a lighting system which produces various stages of sunrise to sunset lighting in 1½ mins. Close examination of the model after making its third 500-mile trip, showed no damage or marring, and this despite the fact that flood conditions were encountered en route.

LOS ANGELES, CAL.

Efficient Warehousing and Distribution

California Warehouse Co.

1248 Wholesale St.

Los Angeles



Merchandise exclusively—Specialist in food distribution—Sprinklered concrete building—Central location—Spur track—Low insurance—Cartage service.

Represented by

American Chain of Warehouses

250 Park Ave.,
New York City53 W. Jackson Blvd.,
Chicago, Ill.

LOS ANGELES, CAL.

Specializing in

STORAGE & DISTRIBUTION

of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION SECRETARIAL OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 E. Third St.

TR-8282

Los Angeles

Represented by National Warehousing Service,
519 W. Roosevelt Road, Chicago, Ill.

LOS ANGELES, CAL.

We Solicit Your Shipments and Pool Car Distribution

PRUDENTIAL

STORAGE AND MOVING CO.

1610 SOUTH VERMONT AVE.
FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS
Members California Van & Storage Association
National Furniture Warehousemen's Association

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES

EFFICIENT SERVICE

Storage

Distribution

Drayage

Represented by Distribution Service

240,000 Square Feet

58 Motor Trucks

New York

Chicago

San Francisco

LOS ANGELES, CAL.

METROPOLITAN

WAREHOUSE CO.

Merchandise Warehousing
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.

1525 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City



Offices for Rent

Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.
(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage

U. S. Customs Bonded Warehouse No. 11

Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO

NEW YORK

KANSAS CITY

453 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

OR NEAREST GENERAL AGENCY

UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.5 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

LOS ANGELES, CAL.

Make Westland Warehouses

Your Distribution Headquarters
in So. California

Member, A. W. A.,
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.
Service

Westland
Warehouses, Inc.

4814 Loma Vista Ave.,
Los Angeles, Calif.

Room 1305

38 So. Dearborn St.
Chicago, Ill.



ATTENTION
SHIPPERS

For the past two years new warehouse advertisers have appeared in each succeeding issue of D and W—Don't depend on the Annual Shippers Directory issue alone.

OAKLAND, CAL.

OAKLAND WAREHOUSE TERMINALS

FIFTH & KIRKHAM STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

Southern Pacific Terminal Warehouse

4TH & BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE & WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

STORAGE & POOL CAR DISTRIBUTION OF FURNITURE AND MERCHANDISE

MEMBER AWA

SAN FRANCISCO, CAL.



Complete Warehousing Service

for General Merchandise Liquors - Drugs

Draying, Pool Car Distribution, Office Accommodations and Telephone Service

SAN FRANCISCO WAREHOUSE COMPANY
625 Third St. Sutter 3461

Member: American Warehousemen's Association
Distribution Service, Inc.

SO. PASADENA, CAL.

EST. 1913

ONEONTA TRANSFER AND STORAGE

812 FREMONT AVENUE

Coast to Coast Motor Van Service

Complete Moving and Storage Facilities

VENTURA, CAL.

POOL CAR DISTRIBUTION

Established 1881

VENTURA TRANSFER COMPANY

Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.

Members of NFWA—YFA—CalW&SA

Send inquiries to P. O. Box 723

SACRAMENTO, CAL.

ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.

1808-22nd St.

Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour. Private Siding on S.P.R.R.—10-Car Capacity. Distribution of Merchandise and Household Goods Pool Cars.

DENVER, COLO.



BUEHLER TRANSFER CO.

SPECIALISTS IN STORAGE, DISTRIBUTION AND TRANSFER OF HOUSEHOLD GOODS
1200 MADISON STREET

SAN FRANCISCO, CALIF.

Established in 1858

FARNSWORTH & RUGGLES

WAREHOUSING GENERAL MERCHANDISE

Pool Car Distribution. Motor Truck Fleet Freight distributing terminal, warehouses and offices

FIRST, BRANNAN & FEDERAL STREETS

In the heart of the shipping district

DENVER, COL.

North Denver Transfer and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage
Forwarding Distributing

Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO



SAN FRANCISCO, CALIF.



GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.

AND TILDEN SALES BUILDING

SAN FRANCISCO, CALIF.

THE HASLETT WAREHOUSE CO.

280 Battery Street, San Francisco

Largest and most complete storage and trucking service on the Pacific Coast.

Operating in San Francisco, Oakland, Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
American Chain of Warehouses, Inc.

ATTENTION WAREHOUSEMEN

Every month

New warehouse users of all types are being added to the list of D and W readers.

DENVER, COL.

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

180 Thousand Cu. Ft. Storage Space

Merchandise & Household Storage

ACORN
Storage & Transfer

Consigned Stocks Handled
Pool Car Distribution

Pick Ups, Deliveries, Docking, Crating and Reshipping
We Invite Inquiries Relative to Your Warehouse Problems

Office and Show Room Facilities

JAMES COWEN in Charge

PUEBLO, COLO.



BURCH WAREHOUSE AND
TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

Household and Merchandise Storage

PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

Lyon Has Big Public Auction

The Lyon Van and Storage Co., Seattle, Wash., staged a large public auction in June of approximately 2,500 items of value. These included English antiques, French furniture, objets d'art, paintings and hundreds of miscellaneous pieces coming from France and England and packed in seven large lift vans. These goods came from the U. S. Customs to the Lyon warehouse.

Would Wipe Out Whiskey Warehouse

Receipt "Racket" in Pennsylvania

Governor George H. Earle has been asked by C. S. Baker, chairman of the Pennsylvania Securities Commission, to set up a special squad of State police for the use of the commission in stamping out what Baker terms a "million-dollar racket" in whiskey warehouse receipts.

The Securities Commission head has secured an opinion from Attorney-General Guy K. Bard to the effect that anyone "enticing, inducing or consummating" the transfer of invested securities for whiskey certificates is a dealer in securities. While the commission cannot control the sale of such receipts for cash, it can move against those who abuse this right.

Explaining how the alleged racket is worked, Baker said:

"More than a million dollars has been taken away from the people of Pennsylvania in the past year by these vendors of whiskey certificates. Sharpsters have made a racket out of whiskey certificates—a vicious racket. They go around to aged persons who have put a little away in sound securities, and persuade them to trade their securities for these whiskey certificates. They sell the certificates for as much as \$65 to \$100 a barrel, whereas the whiskey is not worth more than \$25 or \$30. What they neglect to tell the gullible purchaser is that under no circumstances can they withdraw the whiskey from the warehouse.

"Under the Pennsylvania Liquor Control Act only a distiller or rectifier can withdraw bonded whiskey from a warehouse. The purchaser of the whiskey certificates, who trades good, sound certificates, thinks he is going to clean up. In reality, he loses his shirt," Mr. Baker declared.

BRIDGEPORT, CONN.
HARTFORD, CONN.

E. G. MOONEY, Pres.

J. G. HYLAND, V-Pres.

HARTFORD DESPATCH
and WAREHOUSE CO., Inc.

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE SIDING. COMPLETE FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AND TERMINALS AT SPRINGFIELD, MASS., AND BOSTON, MASS.

ALLIED VAN LINES' AGENTS

Member of: A. W. A.—A. C. W.—N. F. W. A.—C. W. A.

NEW HAVEN, CONN.

M. E. Kiely, Mgr.

DAVIS STORAGE COMPANY

335 East St., New Haven, Conn.

Modern Fireproof Merchandise Warehouse.

Private seven-car siding, adjacent to Steamship and

R. R. Terminals.

Pool and stop over cars distributed.

Motor Truck Service to all towns in Connecticut.

Low Insurance Rate. Prompt, Efficient Service.



NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA

of C, New Haven Chamber of Commerce,

Hauling member Allied Van Lines, Inc.



NEW HAVEN, CONN.

PAUL A. DAHLGARD, Owner



West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing,

Shipping, Receiving

TORRINGTON, CONN.

Established 1860

THE E. J. KELLEY CO.

STORAGE WAREHOUSES

New England's Largest Transportation Company

Household Goods Packed, Stored, Shipped.

Merchandise Storage and Distribution.

Pool Cars Distributed in All Parts of Connecticut.

ATTENTION
SHIPPERS

In the event of fires or strikes at home, stocks in warehouses close to the market make it possible to serve customers without interruption.

For the convenience of shippers, this section is arranged geographically

WASHINGTON, D. C.

J. P. ROGERS, Pres.

CALVERT & ROGERS, Incorporated
General Merchandise Storage & Distribution
 Pool Car Distribution & Hbg. Moving—Specialties—
 Refrigerators—Stoves—Washers—Motor Oils, Etc.
 Private B.&O. Siding, Langdon, D. C.

WASHINGTON, D. C.

Telephone ADams 5600



E. K. MORRIS, President

Member—National Furniture Warehousemen's Association

FEDERAL STORAGE COMPANY

1701 FLORIDA AVENUE

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company

OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AFL
 Canadian, British, French & German Assns.

1140 Fifteenth Street, Washington
 31 Place du Marche St. Honore, Paris

WASHINGTON, D. C.



SMITHS

TRANSFER &
 STORAGE CO., INC.
 1313-15-17-19-21 YOU ST. N.W.
 FIREPROOF STORAGE WAREHOUSE
 Packing - Shipping - Long Distance Moving

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
 City Delivery Service

Direct Switching Connections into Warehouse
 Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

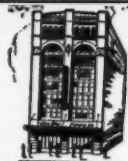
Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.
 Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.
 Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901



UNITED STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 94)
 Member of N.F.W.A.—W.W.A.

THE OUTGROWTH OF A SINGLE IDEA

(Concluded from page 13)

Obtaining a patent, he rigged up a wood-framed machine with which he cut his barbed staples and employed a young man to run the machine by hand power. That was the Acme Steel Co. in its embryonic stage. Later the business moved to Quincy, Ill., where power could be obtained for his machine. By this time he had devised another strap for reinforcing box corners.

Development followed development from then on—new products, reorganization of the business, and a merger which resulted in the business moving to Chicago. Its location after moving to Chicago had to be abandoned again and again, each time to move into larger and better quarters, until in 1904 it moved to Archer Avenue, into a building leased for ten years with option to buy.

In 1908, the company entered into the rolling mill business. Business increased rapidly and quarters again had to be enlarged. By 1918 it was decided to embark on an important expansion venture. The Archer Avenue plant had already been expanded to include a considerable tract of land. Now a purchase was made of 133 acres on the Little Calumet River, at Riverdale, a suburb to the south of Chicago. Before the plant building was completed, however, the armistice was signed and the breathtaking problem of finding new markets for the company's increased output had to be faced. For a year or two this seemed rather discouraging, but new products were devised and the old ones developed for new uses, and soon it again became necessary to increase the capacity of the plant.

By 1923 the demand for cold rolled strip steel had so increased that Acme found it expedient to start the construction of the present cold rolled strip plant and to install additional equipment. About this time the name of the company was changed to Acme Steel Company, discarding the name Acme Steel Goods Co. as not being descriptive of the products manufactured, namely, all types of strip steel, including stainless, colored, cold rolled, hot rolled, and electro-galvanized; also box strapping, corrugated fasteners, stapling wire, floorsteel (steel mesh reinforcement for industrial floors), and conveyor belting. These products are put to a wide variety of uses by about 18,000 customers. Much of the steel produced goes to the automotive industry.

Among the officers of the company are: James E. McMurray, Chairman of the Board; R. H. Norton, President; F. C. Gifford, First Vice-President; C. S. Traer, Vice-President, Production and Works Manager; G. T. Avery, Assistant Works Manager; W. C. Fork, Superintendent, Hot Mills; and H. A. Fisher, Superintendent, Cold Rolling Mills.

PACKAGED STEEL NOW HANDLED BY HEAVY-DUTY EQUIPMENT

(Concluded from page 20)

upon to lift 16,000 lbs., but that is not the heaviest load that the most sturdy can handle. There are some that handle units weighing 30,000 lbs., and do it easily and with good grace. Again, there are those built for work not so strenuous, being designed and constructed for a capacity of 3,000 lbs.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY
East Union and Ionia StreetsMerchandise Storage—Custom Bonded—Pool Car Distribution
Reconsigning—Trucking Service—Trackage 52 Cars
Reinforced Concrete—Sprinkler System—A.D.T. Service
Insurance Rate 12 CentsRental Compartments—Sub-Postoffice, Western Union Tel.
Members A.W.A.—A.C.-of-W.—J.W.A.**MIAMI, FLA.****L. A. JONES, Inc.**FIREPROOF WAREHOUSE
PUBLIC BONDED6 Car Siding Florida East Coast R.R.
MERCHANDISE STORAGE AND DISTRIBUTION
60,000 sq. feet floor space**MIAMI, FLA.**

W. M. KELLEY, Pres. & Mgr.

ROBBINS WAREHOUSING and DISTRIBUTING CO., Inc.

1109 N.W. 22nd St.

Fireproof and hurricane proof warehouse
Private Siding Seaboard Air Line Ry.
Merchandise Storage and Pool Car Distribution
Low Insurance Rate**MIAMI BEACH, FLA.****Washington Storage Co., Inc.**

1001 Washington Avenue

Moving—Packing—Shipping—Storage

Merchandise Distribution
Members NFWA**PENSACOLA, FLA.**

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (8-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

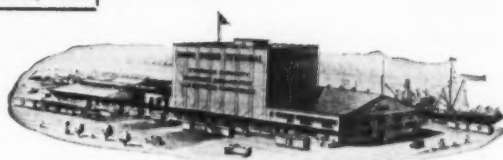
For merchandise and household goods we have at 711 Jefferson St. 25,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, cotton, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.

FERRISS WAREHOUSE & STORAGEMerchandise Storage
POOL CARS DISTRIBUTED. PRIVATE SIDING
HOUSEHOLD GOODS STORAGE
LOW INSURANCE RATES**TAMPA, FLA.**

"Your Tampa Branch House"

CALDWELL BONDED WAREHOUSESMERCHANDISE—HOUSEHOLD GOODS
Members: American Chain of Warehouses
American Warehousemen's Assn.**TAMPA, FLA.****LEE TERMINAL**1139 Ellamae Ave.
TAMPAMerchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA**TAMPA, FLA.****TAMPA UNION TERMINAL, INC.**
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"

Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.

BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

W. PALM BEACH, FLA.**DANIELS and SON TRANSFER CO.**

501 Park St., P.O. Box 1854 West Palm Beach

Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-SAL and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" Is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum

FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.Merchandise Warehousing Pool Car Distribution
Member of A.W.A.**ATLANTA, GA.****BONDED SERVICE WAREHOUSE**

432-434 Marietta Street

BONDED
FIREPROOF STORAGE
MERCHANDISE
AND HOUSEHOLD GOODS
POOL CAR DISTRIBUTION**ATLANTA, GA.**

BONDED

General Warehouse & Storage Co., Inc.

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shippingMERCHANDISE DISTRIBUTION
Sprinkler System—R.R. Trackage—Pool Car Distribution**ATLANTA, GA.**

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered WarehouseCall on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.
Consign via any R.R.—Private Siding A.B.&C. Ry.
Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses
A. D. T. Service Member: A. W. A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED
1917

MEMBER
A. W. A.

ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

WEATHERS BROS. TRANSFER CO., Inc.

Merchandise and Household Goods Storage
Pool Car Distribution of Merchandise and Household Goods

Specializing on Long Distance Household Goods Moving
Operators of Our Own Equipment in 38 States

SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.

BAY STREET EXTENSION & CANAL.
Post Office Box 1187

General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A. W. A.—A. C. W.—So. W. A.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

CHICAGO, ILL.

A National System of Warehousing

40 Warehouses

40 Cities

NEW YORK
11 WEST 42ND ST. PENN. 6-0968

ALLIED DISTRIBUTION INC.
1525 NEWBERRY AVE. MON.5531

CHICAGO



CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

CHICAGO, ILL.

Combine your Chicago Office and your Warehouse

at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on C&NW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by
DISTRIBUTION SERVICE, INC.

CHICAGO, ILL.

"CHICAGO'S BEST LOCATED WAREHOUSES"



CENTRAL STORAGE & FORWARDING COMPANY

2001 West Pershing Road . . . CHICAGO

Telephone . . . LAFayette 5628

CHICAGO, ILL.

Currier Lee Warehouse Co.

427-473 West Erie St.

General Merchandise Storage

POOL CAR DISTRIBUTION

MODERN BUILDINGS

OFFICE & SPACE RENTALS

CONTROLLED TEMPERATURE ROOMS

STAPLE COMMODITIES FINANCED

RECESSED DRIVEWAYS—LOW INSURANCE RATES

PRIVATE SIDING—CMSTP&P RR

AMPLE FREE PARKING FACILITIES

CHICAGO, ILL.



DOWNTOWN WAREHOUSE

Most Centrally Located
2 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads

Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

MATERIALS HANDLING FORUM

(Concluded from page 19)

the handling of automobiles packed for export, and other merchandise of this type.

The original ones of these were used on New York docks about 1924. The fork truck was later brought into industry in connection with the handling of tin plate, and some of the first trucks were designed with hold-down appliances on the top of the load, for fear that the load would shake off of the forks in transit.

We now have lighter loads, and also heavier loads, being handled on the forks, without any hold-down units, because experience has shown that these are not required.

The manufacturers have at last realized the potentialities of the fork truck, and users should also be aware of its possibilities. In fact, they should seriously consider the elimination of platform type lift trucks on any new installations.

Reader Interested in Materials Handling Forum

I WAS much interested in the Materials Handling Forum started in your June issue, particularly the paragraph devoted to Steel vs. Rubber Tired Wheels.

Much can be said on this subject. Naturally I am interested only in the possibilities as they apply to the type of wheels we use on our castor type of trailer.

I believe it will be helpful to you to get in touch with the Goodrich Tire & Rubber Co. engineers at Akron and get for your files the result of the test which they made with Mercury trailers at the New Haven (New York) terminal of the Railway Express Agency in the Bronx. They made a very exhaustive study and some interesting tests and the facts which these tests revealed might be of help to you in your discussion of this subject.—Conrad Hibbeler, vice-president, Mercury Manufacturing Co., New York City.

CHICAGO, ILL.

Serves all Pacific Coast Points

ship via

EMPIRE FREIGHT COMPANY, Inc.

53 W. Jackson Blvd.

Chicago

CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



EMPIRE

MAINTAINS A
STANDARDIZED SERVICE

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS
PACKING AND SHIPPING BY RAIL
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE
(CITY-WIDE SERVICE)

EMPIRE WAREHOUSES, Inc.

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

CHICAGO, ILL.

5949-51 W. Madison St.

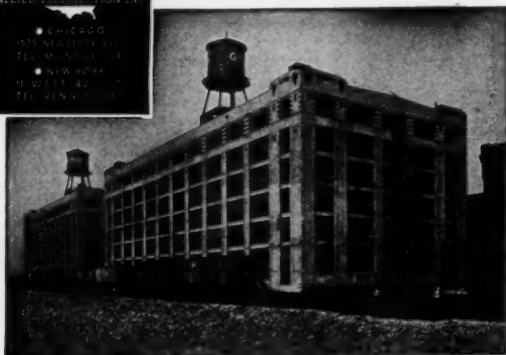
Jackson STORAGE and VAN CO. Storage

Oak Park—LaGrange—Maywood

For the convenience of shippers, this section is arranged geographically

CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING
AND DISTRIBUTING SERVICEGRISWOLD-WALKER-BATEMAN
COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.

Member: N.F.W.A.

Serving Chicago & Suburbs For
Over 35 Years.

Consign Your Shipments To
JOYCE BROS. STGE. & VAN CO.
Main Office 6428 N. Clark Street
Rogers Park 0033



CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts
CONSIGN TO

The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted
Member N.F.W.A.

CHICAGO, ILL.

Chicago's Largest and Best Located Warehouse

NORTH PIER TERMINAL

589 East Illinois St.

Tel. Sup. 5806

Chicago, Ill.

SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. 2500 ft. Dockage. Stevedoring. Direct TUNNEL connections with all railroads, eliminating cartage.

New York Office

25 Beaver Street

Tel. Han. 2-1172

**ATTENTION
NON-ADVERTISERS**

The Traffic Manager of a large New Jersey distributor advised us that he turned down the facilities of a mid-western warehouse because it was not advertised in D and W. Do you want his business?

GOVERNMENT OWNERSHIP OF RAILS

(Concluded from page 8)

The water bill, which amounts to \$3,500,000 a year for the steam locomotive in switching service is practically eliminated in the Diesel, and out of the above savings it is a fact that no higher capital investment is necessary, as three Diesels easily replace four steam switch engines.

Of the 12,000 locomotives used in switching service, only 8,000, or two-thirds, were actually designed for switching service. In addition to this the average age of all locomotives used in switching service is 23 yrs. Here, then, we find that with the advent of the Diesel switching locomotive there is one avenue open for the saving of a very substantial annual outlay by rail carriers.

It is of the utmost importance that the rail problem be solved quickly and satisfactorily. If the rails are not soon placed on their feet or a sound footing, government ownership and perhaps operation of them will be inevitable. This, I am sure, no one would want to see. The cost to taxpayers would be enormous and those of us who remember government operations during the World War, will remember well the extremely poor transportation service that was furnished. What the losses to taxpayers were can only be guessed at.

However, we now have government ownership and operation of the Alaska railroad. This carrier is 470 miles long and this represents 1/10th of 1 per cent of the mileage of railroads in the United States. In a period of 10 yrs. the Alaska railroad has lost and cost the taxpayers of the United States, \$9,000,000. By hypothesis, we guess that the entire mileage in the United States, under government ownership and operation, produced the same results as this representative

On this basis of 1/10th of 1 per cent of the United States mileage, the taxpayers would be asked to pay a loss over a period of ten years of \$9,000,000,000.

The Inland Waterways, operated by the government by all true accounting methods, have lost more than \$7,000,000. Our Canadian neighbors, since 1927, have experimented with government ownership of one of their railroads. In 16 yrs. of operation, the taxpayers of Canada have had to take many losses, totaling \$1,393,000,000 on this one carrier.

Barge Shipments Beat Rail Rates on
Citrus Peel Stock Feeds

Dehydrated citrus peels used as stock feed which could not be sold to cattlemen in north and west Texas on account of high rail rates, are now moving into northern, eastern and midwest markets, due to changes in storage and transit privileges in New Orleans permitting shipments by barge.

Reported Increase in Home
Building

Residential building permits issued in 2,025 cities in April aggregated \$60,854,744, an increase of 10 per cent from March, but 32.6 per cent lower than in April, 1937. These permits covered 16,198 dwelling units, 11 per cent more than in March and 26 per cent less than in April a year ago. Total permits for construction in April at \$136,241,519 were 12.8 per cent above March and 24 per cent under the like 1937 period.

Residential contracts in 37 states east of the Rocky Mountains aggregated \$39,694,000 in the 2 weeks covering the first half of May, compared with \$38,228,000 in the corresponding weeks of May, 1937, with the principal improvement in the Middle West and the South.

CHICAGO
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from
CHICAGO
Full
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929

CHICAGO, ILL.

A COMPLETE WAREHOUSE ORGANIZATION
FULLY EQUIPPED TO HANDLE MERCHANDISE
RAPIDLY AND ECONOMICALLY

MIDLAND

OFFERS LARGE AND SMALL SHIPPERS
THREE MODERN CHICAGO
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

• LET US QUOTE ON YOUR STORAGE
AND RENTAL REQUIREMENTS

MIDLAND WAREHOUSES, INC.

1500 South Western Avenue, Chicago, Ill.



CHICAGO, ILL.

Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof

"THE
ECONOMICAL
WAY"

Represented by
National Warehousing Service



CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Est'd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate
loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

M. H. KENNELLY, Pres.

WERNER BROS. KENNELLY CO

Main Office—
2815 Broadway

STORAGE
MOVING
PACKING
SHIPPING

Agent for
Allied Van Lines, Inc.

We solicit the handling of your Chicago Shipments
Pool cars handled on our own Switch Track
Consign C M St. P & P—Wilson Ave. Switch
Special equipment for handling
Container Shipments.

Warehouses Conveniently Located

A. D. T. Aero Automatic Fire Alarm Protection.

2815 Broadway
4917 Broadway
7613 N. Paulina St.

4615 Clifton Ave.
1750 N. Clark St.
4825 Broadway

TRAFFIC DEPT.—3133 N. Halstead St.

CHICAGO, ILL.

**A Half Million Feet of Modern
Warehouse Space**

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago, Ill.

CHICAGO, ILL.

"In the Heart of Downtown Chicago"

SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage. One block from the main Post Office Building.

CHICAGO, ILL.

For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

SYKES TERMINAL WAREHOUSE

929 West 19th Street

Chicago, Ill.

For the convenience of shippers, this section is arranged geographically

DECATUR, ILL.

Decatur Warehouse Company

(Shumate Transfer)
20-30 INDUSTRY COURT
TRANSFER-STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

DECATUR, ILL.

SINCE 1892
HAMMAN
BROS.
TRANSFER & STORAGE CO.

Office—601 E. WILLIAM ST.

Member of A.W.A.—N.F.W.A.

Decatur's Pool Car Distributors

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company
Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.
No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

OUR DEPENDABILITY YOUR ASSURANCES OF SATISFACTION.

FEDERAL WAREHOUSE CO.

800 So. Adams St.

Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois. We will be pleased to explain our service and facilities.

Member of C.I.W.A.—A.W.A.—N.F.W.A.

PEORIA, ILL.

NATIONAL
WAREHOUSE
CO.

Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching

"Sparkling Service"

502-514 Cedar St.

Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

ATTENTION
WAREHOUSEMEN

YOUR PROSPECTS
READ D AND W
EVERY MONTH
YOU CAN'T DEPEND ON THE
DIRECTORY ALONE

EVANSVILLE, IND.

MEAD JOHNSON TERMINAL CORP.
EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"
With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

Represented by

NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0968

1525 NEWBERRY AVE., MON. 3531

FORT WAYNE, IND.

FORT WAYNE [WITH MIGHT AND MAIN]
STORAGE CO. [THE BARGE]

FIREPROOF AND NON-FIREPROOF BUILDINGS.

Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

MITCHELL SALES & STORAGE, INC.

Merchandise Distributors

Modern Fireproof Warehouse—Centrally Located—FRT Siding
—Low Insurance Rate—Pool Car Distributors. Motor Freight
Terminal—Local Cartage Service—Branch Office Service.

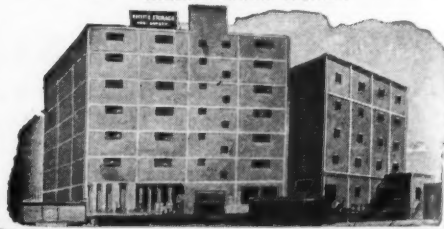
Warehouse Receipts on Staple Commodities

FORT WAYNE, IND.

"FIREPROOF" BUILDINGS

PETTIT'S STORAGE WAREHOUSE CO.
STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District—Private siding
We have our own truck line and are equipped to make prompt deliveries
Member of A.W.A.—May.W.A.



ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching

"Sparkling Service"

502-514 Cedar St.

Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
160,000 POPULATION — RATE BREAKING POINT
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

HAMMOND, IND.

GREAT LAKES WAREHOUSE CORPORATION

General Merchandise—Storage and Distribution

Established 1922

E. C. Faure

Vice-Pres. & Mgr.

Plummer Ave. & State Line St.

(Tel.—Ham'd 3788-81)

(Tel.—Chicago—Ext. 2288)

FACILITIES—150,000 sq. ft. Fireproof, concrete-steel-brick const. Siding on

INB RR; cap. 50 cars. Located within Chicago switching district. Transit privileges

SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago

and suburbs.

ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage

Division.

HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON**Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas St.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

HENRY COBURN
STORAGE and WAREHOUSE CO.
 Merchandise Storage, Distribution, Trucking
 Leased Space—Offices—Low Insurance
 Loans on Receipts

INDIANAPOLIS, IND.

TRIPP WAREHOUSE COMPANY

1000 E. New York Street
 Complete facilities for the storage and distribution of
MERCHANDISE
 PRIVATE SIDING—BIG FOUR—CONNECTING WITH ALL
 RAILROADS—NO SWITCHING EXPENSE. TRUCK SERVICE.
 Member A. W. A.—Ind. W. A.
 Write for complete description of services to meet your individual requirements.

INDIANAPOLIS, IND.

INDIANA TERMINAL & REFRIGERATING CO.
 232-240 S. PENNSYLVANIA ST.
 Tel. Riley 8661

For your Warehouse and Distribution Needs in Indianapolis and the State of Indiana.
 Fireproof building; brick and concrete construction; sprinklered; low insurance rates.
 Downtown location makes it ideal for—Branch Offices, Storerooms, Lease Space.

JEFFERSONVILLE, IND.

FALLS CITIES TRANSFER CO., Inc.*Serving the Falls Cities*

Louisville, Ky., New Albany, Ind., Jeffersonville, Ind.
 Pick-up agents for all rail, water and truck lines.
 Merchandise Storage and Distribution. Penn. RR Siding

INDIANAPOLIS, IND.

Indianapolis Warehouse and Storage Co.
 330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000
 Square feet, private siding C.C.C. & St. L. Pool Car Dis-
 tribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouses, Inc.

SOUTH BEND, IND.

**GRAND TRUNK TERMINAL WAREHOUSE**

Office—406 S. Columbia Street, South Bend, Ind.
 DRY STORAGE SPACE RENTALS COLD STORAGE
 FACILITIES—Automatic Sprinkler System—Night
 and Holiday Watchmen—Low Insurance Rates—Eight
 Car Private Siding on Grand Trunk Western Railroad.
 SERVICE FEATURES—Pool Car Distribution—
 Branch House Services—Office and Space Rentals—
 Ample Parking Space.

INDIANAPOLIS, IND.

Strohm Warehouse & Cartage Company
 230 W. McCarty St. Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and
 Checking Out. All Merchandise on Check Out Cars Placed
 on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.
 Merchandise Storage and Distribution a Specialty
 Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We
 do the rest. U.S. Licensed and Bonded Canned Foods Warehouse
 License No. 12-4.

TERRE HAUTE, IND.

Registered Under Indiana Laws

Terre Haute Warehouse & Storage Co.
 91½ & Mulberry Sts., Terre Haute, Ind.

Storage, Distribution and Forwarding; Household Goods
 Crated, Packed and Hauled; Pool Car Distribution;
 Private R. R. Switch. Phone C 2782.

CHAS. MEWHINNEY, Mgr.

CEDAR RAPIDS, IOWA

AMERICAN TRANSFER & STORAGE CO.

SINCE 1907

General Merchandise Warehousing and Distribution.
 Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
 Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.
 Motor Freight Terminal.

CEDAR RAPIDS, IOWA

**Calder's Van & Storage Co., Inc.**

412 Ave. A, N.E. Cedar Rapids, Iowa
 Merchandise and Household Goods Storage
 Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

CEDAR RAPIDS, IOWA

CEDAR RAPIDS TRANSFER & STORAGE

FIREPROOF WAREHOUSE
 ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING
 AND DISTRIBUTION OF MDSE. AND H. H. GDS.
MOTOR FREIGHT TERMINAL

For Reputable Freight Lines
 DAILY SERVICE IN EVERY DIRECTION
 FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS
 Special Warehouse for Farm Machinery and Heavy Equipment

**N.W. Perishable Traffic
 Bureau Formed**

Representatives of Oregon and Washington fruit dis-
 tributing concerns have formed the Northwest Perish-
 able Traffic Bureau as a central agency to handle traffic
 problems relating to perishable products. It will be
 headed by Ivan L. Plette, secretary-manager of the
 Yakima Valley Traffic and Credit Assn.

All perishables are eligible for handling through the
 agency, with apple and pear crops expected to provide
 the largest volume.

The bureau will take care of both foreign and domes-
 tic trafficking of fruits and vegetables. An executive
 committee will set the policy and approve procedure in
 rate matters, except local rates for each district. The
 Yakima, Wenatchee, Medford and Hood River produc-
 ing districts now are represented, but others may be
 included.

**North Carolina Has Industrial
 Influx**

The Department of Conservation and Development
 of the State of North Carolina has announced that as
 a result of its first year of advertising and promotion,
 new industrial construction in the state during the
 first 4 mos. of 1937 was more than half as much as
 during all of 1937. The state's advertising campaign,
 the first year of which is now ending, has three phases
 —industrial, tourist, agricultural. A quarter of a mil-
 lion dollars will be spent on it.

The number of new industries locating in the state
 has also shown a decided increase. Fifteen full-fash-
 ioned hosiery mills located in the state in a single
 month this spring, while only thirty such mills were
 located there during the whole of 1937.

For the convenience of shippers, this section is arranged geographically

DAVENPORT, IOWA

EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 30



Million Consumers.

Pool- and Stop-over Distribution.

Truck Terminal & Motor Truck Service.

Members: AWA NFWA IAWA.

Associated Warehouse, Inc.

Agents, ALLIED VAN LINES.

DAVENPORT, IOWA

MEMBER AMERICAN CHAIN OF WAREHOUSES

Fireproof

Warehouse

on

C. R. I. & P. Ry.

MERCHANTS
TRANSFER & STORAGE CO.

428

Western

Ave.

Merchandise Storage & Pool Car
DistributionMEMBERS: A.W.A.—N.F.W.A.—I.A.W.A.—
Furniture Storage

AGENTS—ALLIED VAN LINES, INC.

DAVENPORT, IOWA

ROEDERER

TRANSFER AND STORAGE CO., 1460-1466 W. 4th STREET

DAVENPORT, IOWA

Modern facilities for efficient warehousing and dis-
tribution of merchandise and household goods. Private
siding. C.R.I. & P.R.R. Merchandise deliveries twice
daily to Rock Island—Moline—East Moline and Silvis, Ill.

DES MOINES, IOWA

BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—I.A.W.A.—M.O.W.A.

DES MOINES, IOWA

Member American Chain of Warehouses

Fire
Proof
Ware-
house**MERCHANTS**
TRANSFER & STORAGE CO.9th
&
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts
gives you Guaranteed ServiceDaily reports of shipments and attention to
every detail.

DES MOINES, IOWA

ESTABLISHED 1880

White Line Transfer & Storage Co.

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders

Fireproof and Non-Fireproof Storage of

AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS

MERCHANDISE (All Kinds)

Private Sidings—Free Switching to and From All Lines Entering Des Moines

(Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

MARSHALLTOWN, IOWA

IN THE HEART OF IOWA

FIRE PROOF STORAGE CO.

Church Street and First Avenue

Complete Distribution, Trucking and
Storage Facilities

56,000 SQ. FT. FLOOR SPACE

Contract Operators for All Rail Lines

**ATTENTION
SHIPPERS**FIRE INSURANCE
IS ALMOST ALWAYS LESS
IN A WAREHOUSE
THAN IN THE FACTORY

MASON CITY, IOWA

Rendering a perpetual service for your
traffic needs.Complete facilities for modern storage
and every type of local or overland
freight transportation. Overnight deliv-
ery by 25 motor freight lines covering
100 miles. Private railroad sidings and
expert handling. Pool Car Distribution.Ask our Service Bureau for routings,
rates and shipping advice FREE.Your
Clearing
House of
Commerce**MASON CITY
WAREHOUSE CORP.**

MASON CITY, IOWA

Member: A.W.A., MayW.A.

WE'VE HEARD THAT—

(Concluded from page 22)

will take inventory of advertised goods on dealers'
shelves and persuade druggists to add to their stocks
in anticipation of the event.**Florida Drought Hits
Citrus Growers**A loss of \$10,000,000 to Florida citrus growers due
to the lack of rain for more than 70 days prior to May
22 is reported. Half of the loss is accounted for by the
new crop and half to young and immature trees. Dur-
ing the last week of May, relief was brought by rains.From the Everglades to the Georgia line and west
to the Gulf, Florida was one gigantic forest fire. Due
to the drought and dry conditions the scrub lands and
swamps of the state were burning for weeks and the
state was covered with a pall of blue smoke for miles.**All-Rail Rates on Pacific
Coast Chinaware, Etc.**The trans-continental freight bureau has docketed a
proposal seeking revised all-rates on chinaware, crock-
ery, earthenware, etc., from Pacific coast origins to
destinations east of Chicago and through to the Atlan-
tic seaboard. The proposal does not contain specific
rates but indicates that the revision should be such as
to make all-rail handling from the Pacific coast compe-
titive with intercoastal handling. At present to rate
bases 1, 2, 3 and 3-A destinations these items now take
a less carload rate of \$2.35 per 100 lbs. and a 24,000-lb.
carload rate of \$1.38 per 100 lbs. To rate bases 3-A,
4, 5 and 6 there is a 36,000-lb. carload rate of \$1.10 per
100 lbs.**Is This a Way to Lighten
Weight and Save Freight Costs?**IN moving a car of helium from West Texas to an
Eastern navy yard, it was found that the 210 cu. ft.
of gas reduced the weight of the car by 92,000 lbs.
Empty, the car weighed 208,000 lbs. While loaded,
the weight was 116,000 lbs.**Plan Port at New Iberia**CREATION of a port at New Iberia, La., was ad-
vanced a step through the adoption by the lower
branch of the Louisiana Legislature of a measure cre-
ating a port district. The house voted the measure 82
to none and sent it to the State Senate for action.

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of Merchandise, Household Goods and Automobiles

EMPORIA, KANSAS

EVERY MODERN FACILITY

BAILEY'S

NEW

FIREPROOF STORAGE

MERCHANDISE — FURNITURE — COLD STORAGE
FIRE INSURANCE RATE 13c PER 100 PER YEAR

Private Siding — Free Switching — Sprinklered

HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

KANSAS CITY, KANSAS

**INTER-STATE
TRANSFER AND STORAGE COMPANY
FIREPROOF WAREHOUSE
18th & MINNESOTA**

Packing, Moving, Storing and Shipping. Private Siding

Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

A.W.A.

Established 1880

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & S.F. C.R.I. & P. U.P. and M.P.
Member of American Chain of Warehouses

WICHITA, KANSAS

*A Modern Distribution and
Warehousing Service*

Brokers Office & Warehouse Co.

Murray E. Cuykendall, Gen. Mgr.

Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire



Cassell
TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

WICHITA, KANSAS



LEXINGTON, KY.

**THE UNION
TRANSFER and STORAGE
COMPANY, Inc.
THREE LARGE
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.
Warehouses on Private Sidings. Free Switching Charges.
DISTRIBUTION OF POOL CARS A SPECIALTY
MERCHANDISE AND HOUSEHOLD GOODS
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE

Member American Chain of Warehouses

LOUISVILLE, KY.

**Most Centrally Located Warehouse and
Motor Truck Terminal in Louisville**



Our
Service
is Our
Sales
Force

With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.
CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

**LAMPPIN
WAREHOUSE COMPANY**

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
of pool cars.

LOUISVILLE, KY.

Louisville Public Warehouse Company

25 WAREHOUSES

\$750,000 CAPITAL

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdse. ——— H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
Truck Sidings. I. C. Railroad.
MAIN AT NINTH

**ATTENTION
SHIPPERS**

A uniform manufacturing op-
eration can be carried on
throughout the year, on seasonal
goods, and stored in warehouses for
the sales period. This reduces cost of
manufacture as overhead and expense
are constant.

ALEXANDRIA, LA.

ALEXANDRIA IN THE HEART OF LOUISIANA



Bonded Brick & Concrete Warehouse, Storing, Packing, Pool Car Distribution. Agents Aero Mayflower Transit Co. Private Sidings L.A.S., P.&R.I. Ry.

Carnahan's Transfer & Storage

Member of A.W.A.—May W.A.—S.W.A.



BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC.
520 FRONT ST. BATON ROUGE, LA.

PROMPT SERVICE

General Storage
Merchandise Distribution
Pool Car Handling
Forwarding

Modern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

NEW ORLEANS, LA.

R. W. DIETRICH, President

Importers' Bonded Warehouse
(Member of A.W.A.)

and

Bienville Warehouses Corporation, Inc.

(Member of A.C.W.)

Office, 340 Bienville St.

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana and the U. S. Government.

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Telephone: Plaza 3-1235

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Telephone: Harrison 1496

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Commercial Terminal
Warehouse Company
INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street

NEW ORLEANS

LOUISIANA

NEW ORLEANS, LA.

Douglas Shipline Storage Corporation
Douglas Public Service Corporation

New Orleans, La.
Sprinklered storage—1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity—100 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 105 trucks.
Insurance Rates 12c to 46c.

Represented by
Distribution
Service, Inc.
New York Chicago
San Francisco

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs. Located on Mississippi River—Shipside connection. Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.
INDEPENDENT WHE. CO., Inc.
New Orleans, La.

NEW ORLEANS, LA.



Standard Warehouse Co., Inc.

100 Poydras St., New Orleans, La.

Represented by ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHIL. 6-0506 1525 NEWBERRY AVE. MON. 332

Complete Warehousing Service

SHREVEPORT, LA.

"In the Heart of the Wholesale District."

CENTRAL STORAGE & TRANSFER CO.

700-712 COMMERCE ST.

SHREVEPORT, LA.

Merchandise and Household Goods

Private siding KCS. Free switching. Pool Cars distributed. Motor fuel of modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet; private siding on K.C.S. Distribution of Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

BANGOR, MAINE

McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing



Rail and Water Connection—Private siding

Member

American Chain of Warehouses

American Warehousemen's Association

National Furniture Warehousemen's Association



PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

71 Kennebec Street

Warehousing and Distribution of General Merchandise except goods detrimental to foodstuffs

Modern, fireproof construction

Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads

Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags
Warehouse space for rent, office or desk room



BALTIMORE, MD.

For Details See Directory Issue
Distribution and Warehousing

BALTIMORE FIDELITY WAREHOUSE CO.

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

BALTIMORE, MD.

CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of
The Baltimore & Ohio Railroad Co.
Storage—Distribution—Forwarding
Tobacco Inspection and Export—Low Insurance Rates
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Thomas H. Vickery,
Pres.

E. E. Bachmann,
Sec'y and Mgr.

BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vanu Coast to Coast

Canada and Mexico

BALTIMORE, MD.

FIDELITY**STORAGE CO.**

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served
All Collections Promptly Remitted

MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES.

A. BERNARD HEINE, VICE-PRES.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

MAIN OFFICE: 400 KEY HIGHWAY

Agents: Allied Van Lines, Inc.

OFFERING THE MOST COMPLETE MOVING,
HAULING AND WAREHOUSING SERVICE IN
BALTIMORE. DISTRIBUTORS OF NATION-
ALLY KNOWN PRODUCTS. FLEET OF
DELIVERY TRUCKS COVERING CITY AND
VICINITY TWICE DAILY.

U. S. Customs Bonded Draymen
MEMBERS: Md.F.W.A. • N.F.W.A. • A.T.A.



DAVIDSON

TRANSFER & STORAGE COMPANY

BRANCHES: New York City • Newark • Philadelphia • Washington

BALTIMORE, MD.

McCORMICK**WAREHOUSE COMPANY**

LIGHT AND BARRY
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located.
Private siding handling CL shipments via B&O,
WM R.R. and PENN R.R. Low storage and
insurance rates. Negotiable receipts issued.
Pool car distribution. Motor truck service.
Baltimore Port rates on CL via M & M T Co.,
from New England.

BALTIMORE, MD.

Terminal for Southern Pacific
Steamship Lines

RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

BALTIMORE, MD.

* AN ASSOCIATED

Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of
Pennsylvania Railroad Company.

Trucking Storage
Pool Car Distribution
Financing Bonded Space

Founded
1893



Resources
\$750,000

WAREHOUSE

**New Packing Cartons Being
Used by Mayflower**

New trademarked cartons have been put in service for use by Mayflower drivers in packing goods in New York, Chicago and Indianapolis. The cartons are strong corrugated board, attractively marked with the Mayflower name.

Three sizes are being used: 10 by 12 by 24 in. for books; 24 by 24 by 15 for bedding; and 20 by 20 by 15 for lampshades.

A new container for clothes is also in the process of development for use on all moves. A large wardrobe type container is contemplated, one that would be sturdy and durable and would probably have continued utility in the customer's home. Various materials such as plywood and fibre board are being experimented with in an effort to secure the best possible construction for the purpose.

Soy Meal Rate

The Intercoastal Steamship Freight Assn. has approved for early publication an alternate rate of 35 cents per 100 lbs. on 100-ton minimum lots of soy bean meal, peanut meal and vegetable oil cake meal moving westbound. The 500-ton minimum rate of \$6.50 per net ton will continue in the tariff.

The Gulf conferences to the United Kingdom and the Continent on May 25 made effective lower rates on various meals which will apply through August. To United Kingdom ports the rates were reduced \$2 per ton as follows: to London, \$6.50; Liverpool, Manchester, Glasgow and Avonmouth, \$6; and to other United Kingdom or Irish ports, \$7. The rate to Bordeaux-Hamburg range ports was reduced from \$7 to \$6. The rates apply on soy bean, cottonseed and peanut meal or cake.

For the convenience of shippers, this section is arranged geographically

CUMBERLAND, MD.

Bennett Transfer & Storage Co.

Main Office and Warehouses

Henderson Boulevard and Franklin St.

Day and Night Phones 3060



Furniture and Merchandise Warehousing
Pool Car Distribution and Forwarding
Member of N.F.W.A. Agents for Allied
Van Lines, Inc.

BOSTON, MASS.

SHIPPING TO BOSTON?

Use our complete facilities for
the expert handling of house-
hold goods.

Modern equipment for lift vans
and containers.

T. G. BUCKLEY COMPANY, 690 DUDLEY ST., BOSTON

ESTABLISHED 1890—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

CLARK-REID Co., INC.

GEO. E. MARTIN, President

GREATER **BOSTON** SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

CONGRESS STORES, Inc.

38 STILLINGS ST.

PERSONAL
SERVICEGENERAL
MERCHANDISE STORAGECENTRAL
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. ServiceMember
Mass. Warehousemen Assn.

BOSTON, MASS.

Established 1896

PACKING MOVING

D.W. **DUNN** CO. 2

STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

48 Bromfield St. Member Mass. W.A. May. W.A. 1175 Washington St.

WATERWAYS AND TERMINALS

(Continued from page 21)

owners assert, is embodied in the Constitution of New York State that the state canal system be maintained forever free of tolls on transportation, the owners' resolution points out that the New York State canal system is a most important adjunct of the water transportation industry, serving as a feeder to coastwise and intercoastal shipping and that the state's canals benefit consumers in general, provide widespread employment, exert a powerful influence on railroad rates and bring commerce and industry to the Port of New York.

"The canal system," the resolution says, "is a free avenue of transportation in competition with the St. Lawrence and Mississippi Waterways, which are also toll-free, thereby partially overcoming handicaps imposed by a system of rates favoring ports located in other states. The net cost of maintaining and operating the canals, after deducting canal revenues, is less than \$2,000,000 a year. Millions of dollars of expense to the state and to communities within the state for purposes of flood control, water supply and other related uses, is saved by the existence of the barge canal.

"A guaranty to industry commerce, the water carriers, and to the national government, that the canals shall be forever free of tolls is contained in sections of the State Constitution and it appears that action looking to the establishment of toll charges is under consideration by the Constitutional Convention of the State."

The State of New York has too much at stake to permit any interference with the operation of the New York State Barge Canal. Its principal cities are connected by the canal and the Hudson River.

Providence to Extend Pier with P.W.A. Aid

ONE of the first P.W.A. projects to be approved in Rhode Island in connection with the new pump priming appropriations program concerns an allotment of \$2,000,000 for the extension of the municipal pier. "We have been assured," said Mayor James E. Dunne, "that Providence is first on the list when Federal funds are available for projects."

Plans for extending the municipal pier were thrown into the discard a few months ago when P.W.A. funds were depleted, but with provisions made to renew P.W.A. work, the city has again moved forward with its dock plans. Incidentally, Providence, through its city government, is going after port business.

"With Federal funds," said Mayor Dunne, "we can build a 1,300 foot extension to our municipal pier and also a new freight shed. Experience has proved that it will be a self-liquidating project. Our present dock has paid and with better facilities will yield greater returns. With added facilities at the municipal pier the city will have dock facilities second to none in New England."

Florida Canal's Friends Move to Revive It

AN effort to revive the \$228,000,000 Florida ship canal was made recently in the House Rivers and Harbors Committee, with proponents of the project hopeful that the spending sentiment now predominant in Congress will prevail.

The committee will be asked to vote on a motion asking the Rules Committee to give right of way, before adjournment, to the Green bill which would grant full authorization of law to the bill.

Begun 2 yrs. ago by a Presidential allocation of some \$6,000,000 in relief funds, Congress since then has blocked all effort to revive it. Acting reluctantly last June under pressure of an unexpectedly favorable report from the office of the Chief of Army Engineers, the Rivers and Harbors Committee voted a favorable report on a bill to authorize further construction, with six Democratic members reserving the right to vote against it and six Republican members openly opposing the report. In effect the report was made to "satisfy

(Continued on page 63)

For the convenience of shippers, this section is arranged geographically

BOSTON, MASS.

FEDERAL WAREHOUSE, INC.

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise, Storage and distribution. ADT Protection System. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

Pool Car Shipments — Auto Truck ServiceWilliam F. Heavey, President and General Manager
Member American Warehousemen's Assoc.

FALL RIVER, MASS.

Mackenzie & Winslow, Inc.

78 Fourth St.

General Merchandise

NEW BEDFORD, MASS.

WATUPPA, MASS.

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street
Boston and Maine R. R.

ALBANY TERMINAL STORES

137 Kneeland Street
Boston and Albany R. R.

DIVISIONS OF

FITZ WAREHOUSE

AND

DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space — 1- — Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL
STORAGE DIVISION OF QUINCY MARKET
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

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NEW YORK

ALLIED DISTRIBUTION INC.

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11 WEST 42ND ST. PHEN. 6-0968

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NEW BEDFORD, MASS.

600,000 Sq. Ft. FLOOR SPACEMODERN BUILDINGS COMBINED
WITH A COMPLETE SERVICE FOR
THE STORAGE AND DISTRIBUTION
OF GENERAL MERCHANDISE.STORAGE AND INDUSTRIAL SPACE
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

NEW BEDFORD STORAGE WAREHOUSE CO.

MAIN OFFICE — 152 FRONT STREET



BOSTON, MASS.

Hoosac Storage and Warehouse Company

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. & M. R. R.
Lechmere Warehouse, East Cambridge, Mass.
Hoosac Stores, Hoosac Docks, Charlestown, Mass.
Warren Bridge Warehouse, Charlestown, Mass.

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MERCHANTS WAREHOUSE CO.

453 COMMERCIAL STREET

BOSTON, MASS. CAPITOL 7760

Free and Bonded Storage
Union Freight Railroad

A. W. A.

M. W. A.

BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

STORAGEB. & M. R. R.
Mystic Wharf,
BostonN. Y., N. H. & H. R. R.
E. Street Stores
South Boston

BOSTON, MASS.

ESTABLISHED 1830

D. S. WOODBERRY CO.

P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

TRUCKING & STORAGE

BOSTON & MAINE R. R. SIDING

FALL RIVER, MASS.

BOSTON, MASS.

NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.
& H. R. R.**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

PITTSFIELD, MASS.

T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage — Packing — Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R. R. SIDING

B. & A. R. R. OR ANY R. R.

SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus FruitsB. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.Member { A. W. A.
M. W. A.Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. J. G. Hyland, V.-Pres.
R. C. Reardon, Mgr.**HARTFORD DESPATCH
and WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . .
Household and Merchandise facilities . . . Private Siding . . .
Our fleet covers Connecticut and Massachusetts daily.
Warehouses at Bridgeport and Hartford, Conn.

Members: NFWA—AWA—ACW—AVL Agents

**ATTENTION
WAREHOUSEMEN**Just as surely as you are
now reading this small an-
nouncement, so are hundreds of
your prospects reading it. Do you
know how little this space costs?

DETROIT, MICH.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826
Chicago, Ill.—33 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

DETROIT HARBOR TERMINALS, INC.

You receive—

—EFFICIENT DISTRIBUTION SERVICE

Because we have—

- STORAGE FACILITIES FOR ANY COMMODITY
- MODERN HANDLING EQUIPMENT
- COMPANY OWNED CARTAGE SERVICE
- DIRECT RAIL AND TRUCK CONNECTIONS
- SPECIAL SERVICES TO SUIT ANY NEED
- TRAINED AND EXPERIENCED PERSONNEL
- OFFICE AND WAREHOUSE SPACE FOR BRANCH OR MANUFACTURING OPERATION
- MARINE TERMINAL FOR BULK AND PACKAGE FREIGHT FOR EITHER DOMESTIC OR FOREIGN TRADE

"The House of Personal Service"

4461 W. JEFFERSON AVE., DETROIT, MICH.

DETROIT, MICH.

Est. 1935

L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

DETROIT, MICH.

Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION



Private Siding on
Wabash—Canadian Pacific—Pennsylvania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection

"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

DETROIT, MICH.

HEWSON WAREHOUSE CO., INC.

803 Lawndale Ave.

GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—Specialized Personal Service—We own and operate our own fleet of motor trucks—Distribution.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

JEFFERSON**TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

WATERWAYS AND TERMINALS

(Continued from page 60)

the Administration," with more or less understanding that the bill, sponsored by Representative Lex Green, Democrat, of Florida, would go no further than a place on the House calendar.

Since the success of Senator Claude Pepper, Democrat, of Florida, in the recent primary and the kind words he said in the course of his campaign in behalf of the canal, Representative Green has been insistent that the Rivers and Harbors Committee attempt to get a rule for the bill's consideration.

Houston Barge Terminal

THERE is now under construction on the upper reaches of Buffalo Bayou, approximately three miles from the heart of Houston, a barge terminal and connecting warehouses. The first unit of the terminal includes 620 ft. of steel bulkhead transit shed, open wharf and several acres adjoining available for outside storage. The first unit of warehouses contains approximately 60,000 sq. ft., located on Navigation Boulevard and connects with docks by underground tunnel. These facilities should be ready about Aug. 1. The terminal is to be known as the Houston Barge Terminal and is being built for the Shipside Contracting Co. by Mellie Esperson, who owns the Esperson Industrial District in which is located a great number of manufacturing and distributing firms.

**St. Lawrence Grain Traffic
1,000,000 Bushels a Day**

ALTHOUGH May exports are not all in, the St. Lawrence grain elevators have handled a total of 1,000,000 bushels a day for 31 days, figures reveal. Sorel and Three Rivers are all booked to do better than 1,000,000 a week, and Quebec expected to handle something better than 1,000,000 a month.

Montreal has passed all records in its grain handlings, except the May, 1928 total, when about 40,000,000 bushels, it is recalled, left here in the 31-day period. This year's total of 31,000,000 bushels for May hardly equals it.

Montreal, after an indifferent start, during which it

For the convenience of shippers, this section is arranged geographically

DETROIT, MICH.

**LEONARD-DETROIT
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

FLINT, MICH.

CENTRAL WAREHOUSE CO.

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK G. T. TRackage

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru ColumbianRepresented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 9-0996 1525 NEWBURY AVE. MONROE

JACKSON, MICH.

"In Union there is Service"

UNION TRUCK AND STORAGE CO.

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.
Covered Truck Docks.

Agents Allied Van Lines, Inc.

LANSING, MICH.

"Center of Michigan"

FIREPROOF STORAGE CO.

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER

FIREPROOF WAREHOUSE—PRIVATE SIDING

Merchandise Storage—Pool Car Distribution

Member of A. W. A.

LANSING, MICH.

LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

440 No. Washington Ave.

(Member of Allied Van Lines, Inc.)



SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

CENTRAL-WAREHOUSE CO.1840 No. Michigan Avenue
SAGINAW, MICHIGAN**ATTENTION
SHIPPERS**

Warehousing is better than consigned stocks because one stock will serve many jobbers, full control of merchandise is always had and no information is disclosed where it should not be.

was handling only three-sevenths of the export grain has now come up to about 55 per cent or a little better than half.

Canadians are indignant over the threats of Americans to try and cut off American corn via Canada. The charters for corn export stipulate the "coolest route" and the St. Lawrence is certainly regarded as cooler than the rail route through New York State, or the New York State barges. The St. Lawrence River is chosen not so much for price as for temperature. It is well known that corn spoils in transit under exceptional heat.

Elevator exports for May are as follows: Quebec, 3,000,000 bushels; Three Rivers, 6,000,000 bushels; Sorel, 5,100,000 bushels; Montreal, 16,500,000 bushels.

New Orleans Port Traffic**Increased During 1937**

CARGO tonnage of the New Orleans port district during 1937 attained a new high record, according to Seymour Weiss, president, Board of Port Commissioners, in citing United States Army Engineer compilations to show the commerce for that period as 1,921,619 tons above 1936 and 95,408 tons above the combined export, import and coastwise tonnage of 1936 previous banner year. The figures include all lower Mississippi tonnage below Baton Rouge.

Export and import tonnage during 1937 amounted to 6,216,763 tons, an increase of 1,589,883 tons over 1936; coastwise tonnage was 6,889,089 tons, an increase of 331,736 tons, and during the period, inland waterborne tonnage was 4,067,206 tons, a gain of 919,702 tons over 1936. Ship-borne tonnage totaled 13,105,852 tons in 1937, against the previous peak of 13,010,444 tons in 1929.

Trinity River Development

ORGANIZATIONS working for the canalization of the Trinity River from the Gulf to Fort Worth and Dallas as a means of flood control and of bringing inland waterway navigation to the twin Texas cities have been merged into a central group to carry on the fight for the improvement. The new organization, known as the Trinity Development Assn., will have John V. Carpenter, president of the displaced Trinity River Canal Assn., as its head. Amon G. Carter, Fort Worth newspaper executive, is chairman of the executive board and John M. Fouts, manager.

**Charters Threaten
Conference Break**

COLLAPSE of the Intercoastal Conference is certain unless an agreement can be reached to eliminate the practice recently adopted by some companies of chartering vessels to outside concerns at rates which enable them to carry cargo at rates below the conference tariffs. One instance was recorded in which an outside carrier using a chartered vessel, booked a cargo of lumber eastbound at \$12.50 per 1,000 ft., whereas the conference rate is \$14.00 per 1,000 ft.

The same carrier then made arrangements to charter another ship from one of the member lines, ostensibly for the same purpose, but the owner decided not to make delivery of the ship which was finally libeled by the charterer. One of the member lines is said to have offended repeatedly in the matter of chartering its ships on time basis for operation both eastbound and westbound. One member reported that these maneuvers have cost him more than \$200,000 in business that his line would have carried had not the chartered tonnage been offered at less than conference rates.

Trading in this group is said to be more seriously demoralized than at any previous time in its troubled

Continued on page 84)

MANKATO, MINN.

BEN DEIKE

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 417-419 Poplar St.

Merchandise and Household Goods — Bonded Warehouses
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

ANCHOR WAREHOUSE, Inc.

BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices
Efficient Service, Free Switching from All Railroads
Ideally located in the heart of the Wholesale
and Shipping District
Offering a complete Warehousing and Distribution Service
Inquiries Solicited
730-740-750 Washington Ave., North

MINNEAPOLIS, MINN.

"Lowest Insurance Rate in Minneapolis"

1904

Minneapolis

1938

Van & Warehouse Co.

Complete Storage and Distribution Service

Located in the Center of the City

Pool cars solicited.
No cartage charge
to carriers.

Office and Lease Space

Member: Minn. Whse.
Assn., NFWA-AVL.

MINNEAPOLIS, MINN.

Complete Facilities

- To serve Minneapolis and St. Paul. Only a short distance from the metropolitan section of each city.
- Here is a merchandise warehouse that is U. S. Custom and State Bonded . . .
- Sprinklered throughout . . . Private railroad sidings . . . Store door delivery . . .
- Pool cars distributed . . . Complete motor equipment, including: 15 trucks, 10 tractors and 35 semi-trailers . . .

NORTHWESTERN TERMINAL CO.

600 Sisson Blvd.

Member: MINNEAPOLIS N. W. A.

Minneapolis

MINNEAPOLIS, MINN.

MINNEAPOLIS, MINN.

KEDNEY

WAREHOUSE COMPANY

Complete Distribution Service

MINNEAPOLIS

617 Washington Ave., N.

ST. PAUL

8th & Johns St.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

ST. PAUL, MINN.

Outstanding in the Northwest

With splendid warehouse buildings, in key locations, equipped to be used either singly or in combination, a trained, alert personnel and executive staff have built up for this organization a reputation for outstanding service that is known from coast to coast.

Three locations in the Twin Cities. One virtually on the boundary line between Minneapolis and St. Paul, and one in the very heart of each city, enable us to offer "triple service" in this thriving and important market.

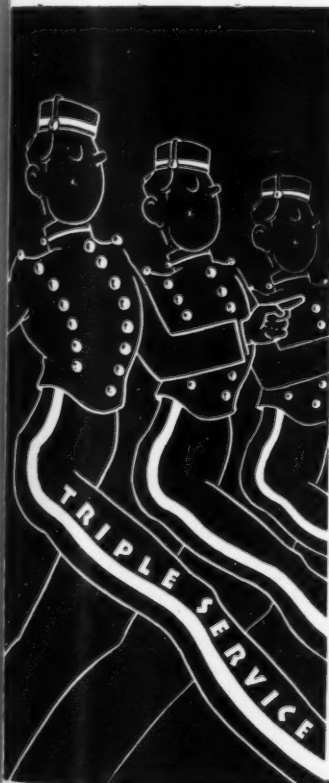
"Triple Service" is more than three strategic locations, however. Let us tell you more about it. Your inquiry is cordially invited.

ST. PAUL TERMINAL WAREHOUSE COMPANY
425 East 8th Street, St. Paul (Downtown Jobbing District)

MIDWAY TERMINAL WAREHOUSE COMPANY
2295 University Avenue, St. Paul (Minnesota Transfer Industrial District)

MINNEAPOLIS TERMINAL WAREHOUSE CO.
618 Washington Avenue N., Minneapolis (Downtown Jobbing District)

Members: American Warehousemen's Assn. Represented by: Associated Warehouses, Inc., New York and Chicago



For the convenience of shippers, this section is arranged geographically

MINNEAPOLIS



LARGEST
in the
NORTHWEST

*Play Safe,
Seek "SECURITY"*

- Perform all services of a local branch.
- Alert, trained personnel.
- Complete facilities for small factories or assembling plants.
- 20 buildings, over 1,000,000 Square Feet.
- More than 100 motor trucks.
- Consign via any R.R.

SECURITY
WAREHOUSE CO.
334 NORTH FIRST ST. MINNEAPOLIS, MINN.

MINNEAPOLIS, MINN.

MERCHANDISE STORAGE

For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
—Bonded—Fireproof—Milwaukee, Minneapolis, and St.
Louis Trackage

100 trucks available for pick up and delivery service.

UNITED WAREHOUSES, INC.

708 South Third St.

Minneapolis, Minn.

1,000,000 Acres Needed for Kellogg Breakfast Foods

More than 1,000,000 acres of grain are harvested each year in order to supply the demands of the Kellogg Co., Battle Creek, Mich., manufacturers of breakfast foods. This acreage, scattered throughout the country, is one quarter again as large as Rhode Island, and nearly as large as the combined crop areas of Delaware and Nevada, from which corn, bran, rice and barley are harvested.

White corn consumption daily is 20,000 bushels; 6,500 bushels of soft winter wheat are used daily; and the weekly requirements of purified bran are 20 carloads.

One hundred and twenty thousand pounds of rice purchased from the Southern states are used daily and 300 carloads of granulated sugar from Michigan and the Western states are purchased yearly. One hundred carloads of barley malt used each year come also from the Middle West.

About 50 carloads of raw material for cereal manufacture are delivered at the plant daily.

Approximately 10,000,000 lbs. of green coffee from Colombia and Brazil are used annually in making Kellogg's Kaffee Hag.

Other data includes the following: Salt, 100 carloads annually; wax, 25 tons weekly, used for wax-tite linings to cartons; ink, 1½ tons weekly for printing.

ROCHESTER, MINN.

903 6th St., N. W.

Phone 5236

CAREY TRANSFER & STORAGE

Bonded Warehousemen

Complete Warehouse Facilities for Storage & Distribution

MERCHANDISE

Experienced Organization and Equipment for

MOVING, PACKING AND STORING

HOUSEHOLD GOODS

Modern Buildings, Private Siding CGWR Co.

MOTOR TRUCK SERVICE

Assoc. Minn. N.W.A.—Mayflower Warehousemen's Assn.

ST. PAUL, MINN.

CENTRAL

♦ ♦ ♦ MEANS • IN • THE • HEART • OF • THINGS

That's just what our name means to our scores of nationally known customers.

Twelve minutes is the actual trucking time from our warehouses to the heart of two thriving cities. The perfect spot from which the Twin Cities and the great Northwest can be served from one stock with utmost speed and economy.

An ideal location for your midwestern branch office—where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision—sixteen buildings for storage or rental of all kinds. One large building is devoted to cold storage exclusively.

Direct connections with nine railroads entering the Twin Cities. Extensive trackage and free switching.

No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.

CENTRAL • WAREHOUSE • COMPANY

739 Pillsbury Avenue

St. Paul, Minnesota

Phone: Nestor 2831

WINONA, MINN.



Hodgins Transfer & Storage Co.

Bonded

Merchandise & Household Goods Pool Car Distribution. Sales Representation. Private Siding. Motor Freight Service to LaCrosse, Wis. & Connections with Twin Cities & Chicago.

Office 120 W. 2nd St.

JACKSON, MISS.



RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for

MOVING, PACKING AND STORING

HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.

Low Insurance Rate

MOTOR TRUCK SERVICE

VICKSBURG, MISS.

Z. B. Schwarz & Company

THE WAREHOUSE WITH A BONDED REPUTATION FOR QUALITY SERVICE.

Centrally Located to Serve Louisiana, Arkansas and Mississippi MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT. PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years.

Our Location on the Mississippi River Gives You Advantages of Low Water Rates. MAXIMUM SERVICE AT MINIMUM COST.

JEFFERSON CITY, MO.

Transportation—Warehousing

COLE MOTOR SERVICE, Inc.

Central Missouri's only Fireproof Warehouse

Moving - Packing - Crating - Storage

Daily freight service to 100 Central Missouri towns South of the Missouri River.
Member of N.F.W.A.—Mo.W.A.—A.V.L.—A.T.A.

JOPLIN, MO.

SUNFLOWER LINES, INC.

Successors to Tonnes Transfer & Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise
Fireproof warehouses—Motor van service
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING**

KANSAS CITY, MO.

In Kansas City

it's the A-B-C FIREPROOF WAREHOUSE CO.

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof
Constructed WarehousesAgents
Allied Van Lines, Inc.**La. Public Service Comm. Authorizes
10 Per Cent Freight Rate Increases**

Increases of approximately 10 per cent in intrastate railroad freight rates were authorized May 18 by the Louisiana Public Service Comm. Higher intrastate rates will conform to interstate rates. Expected under the order were rates on sugar cane, raw sugar and bagasse. Rates on all forest products went up 5 per cent. On animals, except horses and mules, agricultural products other than tropical fruits, lumber, cottonseed and vegetable oils other than linseed oil, increases not to exceed 5 per cent were authorized.

**Stimble Re-Elected President of
Central Warehouseman's Group**

The annual meeting of the Central Warehouseman's Association of Illinois, held June 5th and 6th at Peoria, recorded the largest attendance in years. The officers of the past year were re-elected, as follows: president, E. W. Stimble, Mississippi Avenue Warehouses, East St. Louis (his third term); vice-president, A. E. Richards, Richards Storage & Van Co., Rockford; treasurer, Charles Roger, McMahon Transfer Co., East St. Louis; and secretary, R. F. Watt, Parke Warehouses, Decatur.

The above officers were elected to the board of directors which was increased from seven to ten members. The other directors elected were: C. A. Ullman, Federal Warehouse Co., Peoria; A. W. Hillier, Hillier Storage Co., Springfield; N. B. Gosline, Rock Island Transfer & Storage Co., Rock Island; R. F. Watt, Parke Warehouses, Decatur; L. Ross Johnson, Johnson Transfer & Storage Co., Bloomington; Carey B. Hall, Danville Transfer & Storage Co., Danville; and E. L. Valentine, Valentine Transfer & Storage Co., Aurora.

Standing and special committees will be announced soon and a very definite program will be carried on throughout the year in the interest of downstate warehousemen, aimed particularly to correct certain abuses now prevalent and working against the trade.

One or more test cases are being planned to determine the rights of warehousemen under the Illinois warehouse law, and if decided against them, amendments will be proposed to the Commission and Assembly that will give the needed protection.

KANSAS CITY, MO.

Merchandise Storage - Low
Insurance Rates - Pool Car
Distribution - Freight For-
warders and Distributors
via rail or daily motor ser-
vice to entire Southwest.MEMBER OF
American Chain of Warehousemen
American Warehousemen's
Association - Traffic Club
Chamber of Commerce

ADAMS
TRANSFER & STORAGE CO.
"Surrounded
by the
Wholesale
District"
UNION
TRUCK
TERMINALS
228-236
West Fourth St.

KANSAS CITY, MO.

56TH YEAR

CENTRAL STORAGE CO.

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

CROOKS TERMINAL WAREHOUSES

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES
BEST RAILROAD FACILITIES
IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICTOperating
Brokers' Warehouse, Security Warehouse, Terminal
Warehouse

KANSAS CITY, MO.

MERCHANDISE WAREHOUSES, Inc.

933 Mulberry St.

Operating 240,000 sq. ft. fireproof, sprinkler
equipped space; 14-car sidings; insurance
rate—9c; dockage for 30 trucks; free switch-
ing, free pickup and delivery to and from
freight houses; local, regional and storage-
in-transit service.

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

W. E. Murray Transfer & Storage Co.Pool car distribution - Financing of Stocks
Modern Fireproof buildings on switch track
Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY
TRANSFER &
WAREHOUSE CO.**

1400-10 St. Louis Ave.

**POOL CAR
DISTRIBUTION**
Our Specialty

Two Merchandise Warehouses — Cartage

KANSAS CITY, MO.

UNITED WAREHOUSE CO.
Merchandise Warehouses
at
TWO BIG
MARKETS
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

WALNUT STORAGERIGHT IN THE MIDST OF BUSINESS
EVERYTHING YOU NEED IN KANSAS CITY
Building—Location—Trackage—Service—
Organization

2020 Walnut St.

Kansas City, Mo.

For the convenience of shippers, this section is arranged geographically

COMPACT

● A one-word description of our modern warehousing facilities—large enough to meet the requirements of any shipper, yet so compactly organized that all the usual annoying details of wide-spread organizations are eliminated.

Even the city is compact, when viewed from our location—all the important business districts can be reached in 15 minutes. We operate a twice-daily distribution service to these districts with our own fleet of motor trucks.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.



**COMPACT
COMPLETE
COMPETENT**

ST. LOUIS, MO.

Most modern warehouse set-up in St. Louis

Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
eastern, western, southwestern trunk lines.
Covered railroad docks, capacity 100 cars daily.
Spacious truck docks facing wide streets to speed up service
locally and beyond.
State and U. S. Custom bonded.
Twenty floors office space in connection.
Our prices comparable with other warehouses in this territory.
Storage available on lease or tariff basis.

ST. LOUIS MART INC.

Warehouse Division.
12th Blvd. at Spruce St. St. Louis, Mo.

ST. LOUIS, MO.

"SERVICE THAT EXCELS"

Six warehouses in metropolitan St. Louis for your distribution.
Our facilities include a warehouse in East St. Louis, Illinois, ideal for serving the large territory on the East Side.
Dock facilities at Warehouse No. 6, located on Mississippi River—Exclusive with us in St. Louis.
Liquor Storage—U. S. Internal Revenue Bonded Warehouse No. 1.
U. S. Customs Bonded and Tax Paid Space under same roof.
Complete Distribution Service—Low Insurance Rates.

Your inquiries will be given prompt attention.

ST. LOUIS TERMINAL WAREHOUSE CO.
826 Clark Avenue St. Louis, Mo.

ST. LOUIS, MO.

RUTGER STREET WAREHOUSE, INC. MAIN & RUTGER STS.

200,000 Sq. Feet of Service
BONDED Low Insurance

Merchandise Storage and
Pool Car Distribution.

Track Connections with All
Rail and River Lines.

Offices:

New York
Murray Hill 9-7645
Chicago
Franklin 6263



SEDALIA, MO.

FRANK MIDDLETON, Owner & Mgr.

Middleton Storage and Moving Co.

Lamine St. and Mo. Pacific Tracks

Commercial and Household Goods Storage
Pool Car Distribution. Private Lockers

Member of Mo.W.A.

PARADE OF NEW PRODUCTS

(Concluded from page 24)

Research work conducted in San Francisco High Schools indicates that the youngsters are strongly in favor of fruit juices and nectars. Asked if they liked pineapple juice, 107 reported they did to only 7 who did not; 102 liked the nectar to 9 who did not; 105 would like to buy it in 5-cent tins to only 6 who would not, and 111 were satisfied to drink it through a straw, out of a can, with no opposition. The idea is to get a can of fruit juice that will sell at 5 cents, then to get retailers, soda fountain owners and others to keep it iced and ready. The 5-cent container was found to be necessary because research showed that that was the unit of spending for children. It goes for candy bars, ice cream cones, popcorn and such other things. Therefore, a special size tin, 6-oz. or so, was deemed just about right. It was found that natural fruit drinks, either straight or diluted, are just about what the children need. The packers could do with a new juice market, too.

• • •

International Paper Co. has concluded an agreement with Bowater's Paper Mills, Ltd., of London, for the latter to purchase the entire common share capital stock of International Paper & Paper Co. of Newfoundland, Ltd. The price was not given in the statement from R. J. Cullen, president of International Paper. The Newfoundland Co. has outstanding common stock of \$500,000 par value.

• • •

James G. Stahlman, president of the American Newspaper Publishers Assn., told southern publishers, at the recent annual convention of the Southern Newspaper Publishers Assn., held at Edgewater Park, Miss., that success was virtually assured for building the first southern newsprint plant at Lufkin, Tex. Mr. Stahlman, publisher of the Nashville (Tenn.) *Banner*, is chairman of a newsprint manufacture committee of the Southern Assn. He stated that his committee had approved plans of engineers for plant and financial structure of the \$7,500,000 newsprint plant, and that the first plant in the south was expected to be the forerunner of others for which there was almost an inexhaustible supply of wood from which to make newsprint.

FACTORIES ON THE MOVE

(Concluded from page 23)

has been raised and strenuous efforts are being made to secure the balance. The company is prepared to move its factory promptly and employ local labor as soon as the deal can be finally closed.

MISSOULA, MONT.

REELY'S
General Storage
and
Freight Terminal

Distribution Center for Western Montana



MEMBER OF
A.W.A.
N.F.W.A.
MONT. T. & S. A.
O.M.F.G. LISTING



Distribution Specialists for 35 Years

HASTINGS, NEBR.



1876

1938

Borley Storage & Transfer Co., Inc.

Pool Car Distribution

**FIREPROOF BONDED
FREIGHT TRUCK CONNECTION TO ALL
OF THE CENTRAL PART OF THE STATE**

LINCOLN, NEBR.

100,000 Sq. Feet
Lincoln, Nebraska
301 N. 8th Street

35,000 Sq. Feet
Grand Island, Nebraska
311 W. 4th Street

SULLIVANS

1889 49 Years of Continuous Service 1938

Merchandise and Household Storage—Pool Car Distribution
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.



LINCOLN, NEBR.

UNION TERMINAL WAREHOUSE

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

COMPLETE WAREHOUSING SERVICE

Represented by the American Chain of Warehouses,
New York City and Chicago, Ill.
Member of A. W. A.

OMAHA, NEB.

R. J. MAYER, PRESIDENT

CENTRAL STORAGE & VAN CO.

MAIN OFFICE . . . 1101-13 JACKSON ST.

COMPLETE WAREHOUSING SERVICE

FIREPROOF WAREHOUSE . . . TRACKAGE . . . MOTOR TRUCKS

OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

FORD BROS
Van & Storage Co.

OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

OMAHA, NEB.

GORDON
Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

MANCHESTER, N. H.

Makes Our Warehouse Your Branch Office for
Complete Service in New Hampshire

NASHUA, N. H. McLANE & TAYLOR

CONCORD, N. H. Bonded Storage Warehouses
Offices 624 Willow St.

General Merchandise Storage & Distribution, Household
Goods, Storage, Cold Storage, Unexcelled Facilities.
Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

JAMES P. WATSON

Fireproof Storage Warehouses

195-197 McKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture
General Merchandise, Storage and Distribution
GEORGE L. BARBER, Mgr.

HACKENSACK, N. J.

RUTHERFORD, N. J.

GEO. B. HOLMAN & CO., Inc.
STORAGE . . . SHIPPING . . . PACKING
HOUSEHOLD GOODS

Most Modern Equipment in North Jersey
Motor Vans for Local and Long Distance Moving
Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.
Agent: Allied Van Lines, Inc.

HOBOKEN, N. J.

HOBOKEN DOCK CO.

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited

JERSEY CITY, N. J.

RYAN STORAGE CO.

650 Montgomery St.

PACKING . . . MOVING . . . STORAGE
HOUSEHOLD GOODS

SERVING
Jersey City Bayonne Hoboken Union City West New York North Bergen
SYDNEY F. RYAN, PRES. & MGR.

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ESSEX WAREHOUSE COMPANY

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Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered building . . . Penn. R. R. siding . . . Private pier. Daily over-night truck deliveries within 100 miles.

NEWARK, N. J.

PACKING!

MEMBER: N.J.F.W.A. and N.F.W.A.

MOVING!

STORAGE!

—dependable since 1860—

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

NEWARK, N. J.

Lehigh Warehouse & Transportation Co., Inc.

ALBERT S. DRAKE, President

Established 1919

Main Office

98-108 Frelinghuysen Ave.

Newark, New Jersey

Bigelow 3-7200

Branch Office

829 Newark Avenue

Elizabeth, New Jersey

Elizabeth 3-5100

FACILITIES

NEWARK—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchman, Ins. rate, 6¢ up to 10.3¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 10 cars. Sheltered motor plat.; Cap., 30 trucks.

ELIZABETH—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap., 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors.

Motor terminal and transport service: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

ASSOCIATIONS—A.W.A. (Mdca.); Whsmn.'s Asso. Port of N. Y.; N. J. Whsmn.'s Asso.; Chamber of Commerce; N. Y. Traffic Club; Newark Traffic Club; N. J. Motor Truck Asso.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

NEW BRUNSWICK, N. J.

Member N.J.F.W.A. and N.F.W.A.

SISSER BROS., Inc.

New Fireproof Storage Warehouses

General Offices: 25 LIVINGSTON AVE.

Somerville, N. J.

128-130 E. Main St.

Plainfield, N. J.

18 Grove St.

New York City

80 Day St.

New Jersey's Largest Moving and Distribution Specialists



TRENTON, N. J.

MEMBER

**MANNING'S WAREHOUSE CORPORATION**

FIREPROOF STORAGE

Offices: 28 Bank St.

Household Goods Storage, Packing and Shipping,
General Merchandise Storage and Distribution, Pool
Cars Distributed

Ship via Pa. R.R. or Reading R.R.

ALBUQUERQUE, N. M.

Center of Business District

Berger Terminal and Warehouse Company

Complete Storage and Distribution Service

Private Siding ATSF

314 N. First St.

ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER,

Pres.

H. E. DALTON,

Sec. & Treas.

Shufflebarger Transfer & Storage Co., Inc.

200 E. Central Ave.



Two Modern Brick Warehouses for the Storage and
Distribution of Merchandise and Household Goods
Distribution of Pool Cars. Transfer of Household Goods
Members of A.W.A.—S.W.A.—MayWA

ALBUQUERQUE, N. M.

SPRINGER TRANSFER COMPANY, INC.
ALBUQUERQUEOperating the Only Fireproof Storage Warehouse
in New MexicoComplete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

**Albany Terminal & Security
Warehouse Co., Inc.**

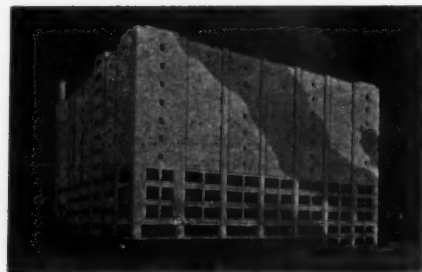
Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Available storage space for rent if desired. Direct track connections with all railroads running into Albany.

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American Chain of Warehouses
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ALBANY, N. Y.

**Central Warehouse Corporation**

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General Merchandise — Cooler and sharp
freezer Cold Storage; also U. S. Custom
Bonded space available. Office and storage
space for lease. Fireproof construction with
very low insurance rate. Storage in Transit
privileges. All classes of modern warehouse
and distribution service rendered.

**COLD STORAGE — DRY STORAGE
DISTRIBUTION**

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JOHN VOGEL Inc.

**FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.**

HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BRONXVILLE, N. Y.

GRAMATAN MOVING & STORAGE CO., Inc.

9 Park Place and 100 Pondfield Road
Established 1920

Fireproof Warehouse 50,000 Sq. Ft.
Moving—Packing—Shipping

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.
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Agent for Allied Van Lines, Inc.

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BROOKLYN'S LARGEST LONG DISTANCE MOVER

ANDERSON VAN SERVICE INC.

20th AVE. AT 57th ST.

EST. 1904

CITY—SUBURBAN—LONG DISTANCE MOVING
FIREPROOF WAREHOUSE—DISTRIBUTION
LIFT VAN SERVICE—COLLECTIONS HANDLED
BRANCH OFFICES—FREQUENT SERVICE TO
BOSTON — WASHINGTON — ATLANTA — JACKSONVILLE
DETROIT — CLEVELAND — CHICAGO — ST. LOUIS
Member Independent Movers and Warehousemen's Association, Inc.

BROOKLYN, N. Y.

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BOWNE-MORTON'S STORES, INC.

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FREE AND BONDED WAREHOUSES

LICENSED BY COCOA, RUBBER AND METAL EXCHANGES.

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JOHN D. WHITE, Pres. & Mgr. RUDY KNIFE, Treas.



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Household Goods - Storage - Packing - Shipping

Service includes Brooklyn, New York City and All Long Island.

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Within the Lighterage Limits of New York Harbor

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STEAMSHIP PIERS**

Fronting on East River,

Foot of Greenpoint Ave., Milton, Noble and
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Lowest storage, cartage, labor, lighterage and
wharfage charges. Grading, sorting, boxing.
Pool cars distributed. Consign via any Railroad
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Let Us Quote You Attractive Rates

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MILTON AND WEST STREETS, BROOKLYN, NEW YORK

BROOKLYN, N. Y.

Established 1860



Peter F. Reilly's

Fireproof Warehouses

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"First Moving Vans in America"

Modern Depository for the Storage of
Household Goods

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(Agents for Allied Van Lines, Inc.)

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Household Goods—General Merchandise—Regular Trips—

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Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION

MERCHANDISE STORAGE

PRIVATE SIDING

BUFFALO, N. Y.

Let us care for your needs in Buffalo

Larkin Terminal Warehouse

Buffalo, N. Y.

Specializes in handling
pool cars. No cartage
on railroad shipments.

Lowest insurance
rates

Stores autos
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merchandise

Government Bonded Warehouse

For further information write J. E. Wilson, Traffic Manager

BUFFALO, N. Y.

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TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

"Facts in Figures
about Atlanta"

The Industrial Bureau of the Atlanta Chamber of Commerce has just issued a condensed survey in booklet form in which are authentic data concerning this metropolis of the Southeast. The Chamber is prepared to furnish reliable surveys, statistics and other information to those interested in locating at that point or opening accounts there.

In the 40-page book of facts, a most complete statistical picture is given for evaluating this city as a place for branch plants, etc. Some forty barometers, upon which studies of that kind are based, are included in the survey.

**Income to Van Operators from
Back-to-the-Farm Movement**

The back-to-the-farm movement continues to provide a source of traffic for household goods movers, a 1938 survey just released by the Department of Commerce indicates.

The movement from urban to rural centers continues undiminished, Director William L. Austin of the Bureau of Census finds. One in every nine of the 3,000 farms surveyed this year reported persons who had not resided upon a farm 5 yrs. ago.

Farms in selected counties in 40 states were included in the project, the field work of which was done by statisticians of the Department of Agriculture in cooperation with the Bureau of the Census.

The 1938 survey covered the movement to farms during the period 1933 to 1938. The farmward movement of city people to the wide open spaces during 1935-1937 was of the same magnitude as in the 1930-1932 period.

BUFFALO, N. Y.



LEONARD WAREHOUSES

Offices, 163 Georgia Street

Member of B.W.A.—Mayflower W.A.

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OUR JOB

Is to handle your merchandise just as you would do it. We are serving many nationally known accounts with complete satisfaction. We will satisfy you.

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Schoellkopf & Co., Inc.

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Represented by Associated Warehouses, Inc.
New York and Chicago

BUFFALO, N. Y.

GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

TERMINALS & TRANSPORTATION CORPORATION

275 FUHRMANN BLVD. BUFFALO, N. Y.

ELMIRA, N. Y.

A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service



MEMBER
AWA—NFWA—ALLIED VAN LINES

FLUSHING, L. I., N. Y.

Flushing Storage Warehouse Co., Inc.

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods. 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.

Members of the N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

FOREST HILLS, L. I., N. Y.

MEMBER



Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household
Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens,
Richmond Hill, Jackson Heights.

GREAT NECK, L. I., N. Y.

BAYSIDE
DOUGLSTON
LITTLE NECK
MANHASSET
PORT WASHINGTON



Great Neck Storage Co., Inc.

Offices Cuttermill Road

New Fire Proof Warehouse

for

Household Goods—Works of Art
Individual Rooms

Members B.&L.I.S.W.A., N.Y.F.W.A., N.F.W.A.

A VENERABLE R. R. KEEPS UP TO MINUTE

(Concluded from page 15)

as for bunker coal for ships that travel the Seven Seas.

While it cannot be said that George Washington foresaw all the possibilities of a transportation line connecting the seaboard with the vast section beyond the Appalachians, he nevertheless envisioned much of it. In his early manhood he was, as every schoolboy knows, a surveyor. Standing one day on a lofty windswept peak of the Blue Ridge Mountains he mentally saw what lay beyond and contemplated what was then considered an unknown, boundless waste. He realized, even then, that a new empire was rising swiftly in the West with no connecting link to the Atlantic, where the Thirteen Original Colonies had established themselves. Beyond the mountains lay the uncharted and little-explored West with frontier outposts coveted by France and Spain. He foresaw that some bond must be welded to tie these two sections together, or the land to the west would slip away to foreign powers.

As an initial step he surveyed and set afoot construction, through the James River Co., a system of canals around waterfalls and wagon roads winding from the lowlands of the Virginia colonies along the steep slopes of the Blue Ridge Mountains, through the precipitous pass of the Alleghany, and down into the verdant fields of the Ohio River basin. It was in 1781 the Washington formed the James River Co., of which he became the first president. One of the routes laid out was the Old Midland Trail. Later, after several reorganizations of the company, the property and right of way passed into the hands of the C & O, and today the route of the Old Midland, laid out by George Washington, is that of the main line of the C & O. The Chesapeake and Ohio, therefore, stands as a monument to the vision that was George Washington's.

The Title to George Washington's Railroad runs this way:

1785—James River Company organized by George Washington to provide transportation between the Atlantic Ocean and the Ohio River Valley.

1820—State of Virginia takes over James River Company and extends it further westward.

1836—Louisa Railroad organized pointing toward the Blue Ridge Mountains from the Potomac River.

1849—Blue Ridge Railroad organized, and connects smaller lines to the westward with Louisa Railroad.

1850—Virginia Central Railroad absorbs Louisa Railroad.

1876—Buchanan & Clifton Forge Railroad organized to lay rails along the James River Company canal.

1878—Chesapeake and Ohio organized and absorbs Virginia Central.

1878—Richmond & Alleghany organized, absorbs Buchanan & Clifton Forge, buys James River Company from the State of Virginia, and continues building along George Washington's canal.

1889—Chesapeake and Ohio absorbs Richmond & Alleghany and all the "rights of way, appurtenances and properties" of George Washington's canal, and the Richmond & Alleghany which holds it.

Since then—Development and extension of George Washington's Railroad by Chesapeake and Ohio.

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We solicit your patronage for the following towns:

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| FREEPORT | GLEN HEAD | NEW HYDE PARK |
| LYNBROOK | BAYSHORE | OYSTER BAY |
| ROSLYN | PORT WASHINGTON | WHEATLEY HILLS |
| HICKSVILLE | ROCKVILLE CENTER | GARDEN CITY |
| MINEOLA | SEA CLIFF | BALDWIN |
| WESTBURY | LONG BEACH | ROOSEVELT |
| GLEN COVE | MERRICK | PLANDOME |
| AMITYVILLE | VALLEY STREAM | |

HEMPSTEAD STORAGE CORPORATION

237 MAIN STREET, HEMPSTEAD, L. I., N. Y.



JACKSON HEIGHTS, L. I., N. Y.

FOREST HILLS, L. I.
FLUSHING, L. I.
GREAT NECK, L. I.
JAMAICA, L. I.
KEW GARDENS L. I.
RICHMOND HILL, L. I.

FRED G. KELLEY INC.

Fireproof Storage Warehouse

37-60 81st ST., JACKSON HEIGHT
HOUSEHOLD GOODS : STORAGE
PACKING : SHIPPING
POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



JAMAICA, L. I., N. Y.

**Route Shipments for Long Island To
JAMAICA
STORAGE WAREHOUSE CO.**

FIREPROOF

Wrapping Packing
Crating Shipping

Specializing in Packing and Shipping
High Grade Furniture and Art Objects

Adjacent to Largest R. R.
Terminal on Long Island

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Telephone—Jamaica 6-1035-1036



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Telephones, Richmond Hill 2-2871, Republic 9-1400

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Motor Vans, Packing, Shipping
Fireproof Storage Warehouse
Van Wyck Boulevard at Atlantic Ave.
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Moving, Packing Storing, Shipping

O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale. Send B/L to us at
New Rochelle.



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Abington Warehouses, Inc.

Merchandise Warehousing and Distribution in the
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service
514-520 West 36th St.

NEW YORK, N. Y.

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Gen. Offices 100 Broad St., New York City

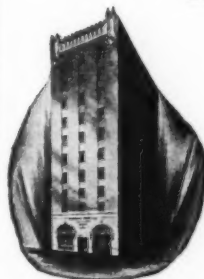
Warehousing—Distribution—Manufacturing Facilities
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Two centrally located modern fire-
proof warehouses, adjacent to all rail-
roads, for prompt and economical
handling of your shipments.

Sixty-six years of dependable service
is your guarantee in selecting us as
your New York repre-
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Member: N. Y. F. W. A.,
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NEW YORK, N. Y.

FIREPROOF WAREHOUSES



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Murray & Young, Inc.**

PORTOVAULT
STEEL VAULT STORAGE

1166 SECOND AVE., NEW YORK



NEW YORK, N. Y.

DAYTON STORAGE CO., Inc.

Operated by

Fireproof Warehouses

Modern Equipment

Lift Van Service



Centrally Located

Consign Shipments
To Us

Prompt Remittances
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The storing, packing, moving and shipping of Household
Goods and Art objects is attended to on a basis of quality.
Dunham & Reid Service surrounds the shipper at all times
with a greater margin of Safety and Security. Low insurance
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SERVICE—EFFICIENCY—CLEANLINESS

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Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

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The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF
PERISHABLE FOOD PRODUCTS

BROOKLYN

66 Furman St.

Distribution Facilities

JERSEY CITY

176 Ninth St.

Storage in Transit

General Offices: 19 Hudson St., New York

For the convenience of shippers, this section is arranged geographically

NEW YORK, N. Y.

* AN ASSOCIATED

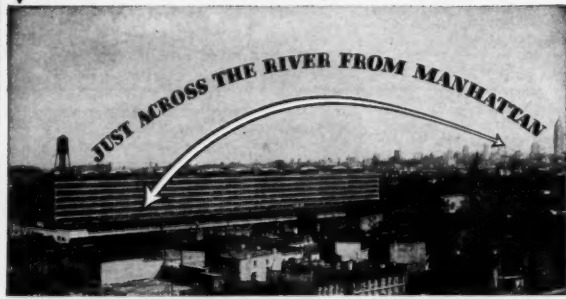
LACKAWANNA**TERMINAL WAREHOUSES, INC.**

(Two blocks from Tunnel Plaza)

JERSEY CITY, N. J.**SUPERIOR DISTRIBUTION SERVICE**

Stocks carried in this warehouse are within 24 hours of your customer located in any principal point between Washington, D. C. and Boston, Mass. Rail siding on D. L. & W. R. R. - L. C. L. Freight and Steamboat Station in same building. Local and Long Distance Motor Truck Service. Minimum Fire Insurance... No tax on General Storage commodities... Pool Cars Distributed U. S. Custom Bond

Write for circular and specific information



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Call "LINCOLN" for Superior Service at Reasonable Rates...

● The LINCOLN WAREHOUSE OF NEW YORK is a modern fireproof building, easily accessible. Special vaults for silver, storage space for pianos and other merchandise. Cold storage vaults and fumigating tanks. The name "LINCOLN of New York" is honored the world over, and is not affiliated with any other warehouse by the same name located in other cities.

LINCOLN
WAREHOUSE
CORPORATION

1187 THIRD AVE. (Bet. 69th & 70th Sts.) NEW YORK CITY

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding from an Ultra-Modern Free and Bonded Warehouse.

IDEALLY LOCATED**IN THE VERY CENTER OF NEW YORK CITY**

Adjacent to All Piers, Jobbing Centers and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

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Starrett Lehigh Bldg.

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NEW YORK DOCK COMPANY

Executive Offices—44 Whitehall St., New York, N. Y.

Free and Bonded Warehouses
Manufacturers and Distributors space for lease
Piers and Wharves
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Licensed by Cocoon, Cotton, Coffee and Sugar
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NEW YORK, N. Y.

Mr. WAREHOUSEMAN: Did you miss out on that last inquiry you received from the Metropolitan Territory?

PerkinService

May have saved it for you.

George W. Perkins

Warehouse & Terminal Service

82 BEAVER STREET, NEW YORK, N. Y.

NEW YORK, N. Y.

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GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

NEW YORK, N. Y.

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Serving Greater New York and All Points in Westchester County

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Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

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Seaboard Storage Corporation

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Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.

Port Newark Terminal
Foot of Doremus Ave.Brooklyn Terminal
Foot of Smith St.

NEW YORK, N. Y.

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General Merchandise Storage and Distribution in the Center of the Metropolitan Area

Fireproof Buildings—Low Insurance Rate—Immediately Adjacent to New York Central R. R.—Penna. R. R. — Lehigh Valley

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SHEPHARD WAREHOUSES INC.

*Distribution
Specialists*130,000 Square Feet
Fireproof667 WASHINGTON
STREET
NEW YORK**Daily
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Deliveries to****MANHATTAN
BRONX
WESTCHESTER
BROOKLYN
QUEENS
LONG ISLAND
STATEN ISLAND
NEW JERSEY**

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

POOL CAR DISTRIBUTORS

Pick-ups and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

SHEPHARD WAREHOUSES, Inc.

NEW YORK

AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

**N. Y. Port Facilities More
Than Adequate**

Although in 1937 New York City handled more than \$2,700,000,000 of the nation's import and export trade, its estimated investment of \$900,000,000 in port facilities is capable of taking care of a much larger volume, Howard S. Cullman, vice-chairman of the Port of New York Authority, told a recent foreign trade luncheon. Mr. Cullman said that about 350 large ships sail from New York each month, exclusive of tankers, cruise ships and tramp steamers, to all parts of the world.

"There is warehouse space available to handle one-half more traffic than is now handled," he stated. "Railroads are equipped to handle from 50 to 100 per cent more tonnage than they are now moving. We have available the most efficient machinery for moving cargo from ship to shore. It is estimated that about 300,000 workers in the district are directly dependent for employment on warehouse commerce, of which a vast proportion is in foreign trade."

**Fabric Firm Rents Floor at N. Y.
Dry Dock Bldg., Brooklyn**

Duralene Processed Fabrics, Inc., J. Sherman, president, has leased the 6th floor of the New York Dry Dock Co., building No. 10, at 115 Imlay St., Brooklyn. Upon completion of the installation of a series of machines especially made for this process, the tenant will manufacture transparent coated fabrics which will be used in the manufacture of raincoats, umbrellas and similar articles.

Foreign Trade Zone Applications

Following the completion of details for operation of the area by private interests under lease from the city, applications for use of facilities at the foreign trade

**STARRETT-LEHIGH
BUILDING**

Outstanding as its dominance over New York's West Side midtown skyline, the STARRETT-LEHIGH BUILDING offers the manufacturer and distributor superior advantages:

- Lehigh Valley R. R. freight terminal on street level; elevators direct to rail yard platform
- Truck elevators to all floors, affording street floor facilities throughout
- Floor areas, 52,000 to 124,000 sq. feet. Smaller units may be leased
- High safety standards—low insurance rates
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INVESTIGATE —learn what satisfied, nationally-known occupants are doing at the

Starrett-Lehigh Building

West 26th—West 27th Sts.—11th to 13th Avenues

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NEW YORK CITY, N. Y.**DISTRIBUTION...**

General and Cold Storage. Sprinklered Building. Direct track connections N.Y.C., Erie, L.V.R.R. No cartage costs on reshipments. Same day delivery within 50-mile zone.

Terminal Warehouse Company

27th and 28th Streets

11th to 13th Avenue

NEW YORK, N. Y.**Weissberger Moving & Storage Co., Inc.**

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are skilled in every phase of handling, packing and shipping Household Goods.

*Pool Cars of Furniture and Merchandise Distributed***ROCHESTER, N. Y.****George M. Clancy Carting Co., Inc.**

Storage Warehouse
55-55 Railroad Street
General Merchandise Storage . Distribution
Household Goods Storage . Shipping
Pool Cars Distributed and Reshipped
Direct R. R. Siding N. Y. Central
in the Center of Rochester

ROCHESTER, N. Y.*Established 1893*

Storage of Automobiles and General Merchandise
N. Y. C. R. R. 10 Car Capacity, Private Siding
Pool Car Distribution Motor Service
Heated Throughout Sprinklered Low Insurance Rate

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Offices: 1044 University Ave.

Member of A. W. A.

For the convenience of shippers, this section is arranged geographically

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**ROCHESTER
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.
MERCHANDISE STORAGE • DISTRIBUTION AND
FORWARDING • STORE DOOR DELIVERY

SCHENECTADY, N. Y.



**Schenectady Storage and Trucking
McCormack Highway
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution
Pool Car Distribution Household Goods
Storage and Moving Long Distance Trucking

SYRACUSE, N. Y.

Fireproof Throughout

FLAGG STORAGE WAREHOUSE COMPANY

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

Free Switching

Private Siding

SYRACUSE, N. Y.

**Increase Your Sales
Reduce Your Selling
Costs**

Increase your sales by using our modern warehouse in the distributing center of New York State. Motor-freight, daily store-door delivery covers the entire area.

Write for complete information.

Member AWA, ACW,
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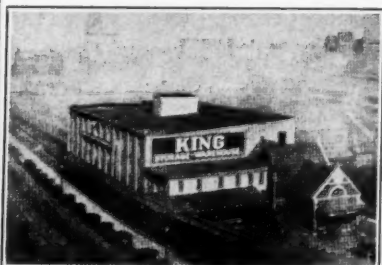
Great Northern Warehouses, Inc.

348-360 W. Fayette St., Syracuse, N. Y.



SYRACUSE, N. Y.

DISTRIBUTION KING STORAGE
SINCE 1897



MERCHANDISE

HOUSEHOLD
GOODS

MOTOR FRT.
STORE DOOR
DELIVERY

MEMBERS
A.W.A. N.F.W.A.
A.G.T. A.V.L.

Represented by
Distribution Service, Inc.—New York—Chicago—San Francisco

TROY, N. Y.

SPERRY WAREHOUSES, INC.

1 JACKSON STREET, TROY, N. Y.

Now offers shippers within a 75 mile zone—in Albany—unusual warehouse and motor freight terminal facilities. 10 car N.Y.C. RR siding. Low insurance rate.

Hudson Motor Freight Service, Inc., operating daily service between Troy, Albany and New York City with terminals in New York City, Poughkeepsie and Troy, N. Y.

zone on Staten Island, N. Y., will be handled there after from the offices of New York Foreign Trade Zone Operators, Inc., at 17 Battery Place, New York, instead of at the Dock Department offices on pier A. The city retains the Government grant of the zone, and will have control over the operators.

August W. Schmidt, Jr.

AUGUST W. SCHMIDT, JR., assistant treasurer and director, Thomas F. Healey Sons Warehouse & Storage Co., Inc., Brooklyn, N. Y., died June 3 at his home, 3621 Glenwood Road, that city. He was 53 yrs. old. Mr. Schmidt at the time of his death was also vice-president of the Flatbush Chamber of Commerce. Surviving are his widow, Mrs. Julia L. Schmidt; two daughters, Mrs. Marie A. Nelson and Miss Doris A. Schmidt; a brother and five sisters.

Charles A. Anderson

CHARLES A. ANDERSON, president of the Empire Freight Co. of Boston, and widely known in transportation circles, died June 13 at his home in Melrose Highlands. He was 71 yrs. old.

Mr. Anderson was born in Pittsburgh, Pa., 1868, and had been in failing health since last February, undergoing an operation early in May.

He came to New England when about 18 yrs. old and entered the employ of the New York & New England Railroad, now a part of the New Haven system, as a ticket clerk in 1887, at Boston. In 1891 he was appointed New England agent for the Judson Personally Conducted Tourist Co. of Boston and joined the Judson Freight Forwarding Co. as general agent in 1900, which position he retained until 1928 when he was made president of the newly organized Empire Freight Co.

Mr. Anderson was secretary and treasurer of the Traffic Club of New England for several years prior to his election as president in 1921. He was also president of the Association of Railroad and Steamship Agents of Boston in 1930.

He was a member of the Wyoming Lodge, A. F. & A. M. of Melrose; Waverly Royal Arch Chapter; Maiden Council, R. and S. Masters; Hugh de Payens Commandery, K. T., of Melrose; all Scottish Rite bodies and Aleppo Temple Shrine.

He leaves his widow, Mrs. Ethel H. Anderson, and two sisters, one residing in Arlington, Cal., and the other in Pittsburgh.

S. J. Cashel

S. J. CASHEL, president of the Columbia Terminal Co., St. Louis, Mo., died the latter part of May of heart disease after an illness of 10 days. Heading one of the largest trucking companies in the field and also operating a large warehouse, Mr. Cashel was well known in transportation circles.

Mr. Cashel was born in Tralee, Ireland, Dec. 29, 1878, and shortly thereafter his parents moved to East St. Louis, where he lived until his death. He began his business career at the age of 17 as messenger for the L. & N. Railroad Co. With the exception of a brief period when he served as traffic manager of the International Shoe Co., Mr. Cashel was connected continuously with the L. & N. line until he joined the Columbia company in 1920 as general superintendent. In 1935, after having served as general manager and vice-president, he became president, succeeding L. Childress, who became chairman of the board.

He was active in the industry under the NRA and served as chairman of the Missouri Code Authority for the trucking industry. He was a member of the National Labor Relations Board for the trucking industry under the Code. He is survived by his widow.

UTICA, N. Y.

BROAD STREET WAREHOUSE, INC.

Complete Warehousing
Service
General Merchandise — Cold Storage
Heated Storage
Private Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

CHARLOTTE, N. C.

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Jones-Clark Trucking & Storage Co.
of Utica, N. Y.

The Heart of New York State and natural distributing
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and Household Goods for 38 years. Every modern
facility.

Member: N.F.W.A., Allied Van Lines, Inc.

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MERCHANDISE STORAGE
POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

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A. CHN. WHSES.

UTICA, N. Y.

Largest Fireproof Warehouse in Utica, N. Y.

Household Goods and General Merchandise
Pool Car Shipments Long Distance Van Service
Complete Branch Office Facilities

MURRAY WAREHOUSE CO., Inc.

General Offices: 106 WHITESBORO ST.

Member of May W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

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BONDED WAREHOUSE, Inc.

Efficient Distribution and Warehousing

175,000 Square Feet Space

Sprinklered

Members A.W.A., M.W.A.

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Established 1916

Utica Warehouse Co., Inc.

Box 276 Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage
in transit on Cotton—Specializing in Textiles,
Alkalies, Denatured Alcohol. Warehouses on D. L. & W.
and N. Y. C.—Private Siding—Sprinklered through-
out—Pool Car Distribution—Motor Service.

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FARRAR TRANSFER & STORAGE WAREHOUSE

1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



WHITE PLAINS, N. Y.

J. H. EVANS & SONS, INC.

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping

Prompt service for any point in Westchester County

Member N.Y.P.W.A.—N.F.W.A.

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UNION STORAGE & TRANSFER COMPANYHOUSEHOLD GOODS — FARGO, N. D. GENERAL STORAGE — COLD STORAGE
Established 1908

Three warehouse units, total area 161,500 sq. ft.; of this 24,500 sq. ft. devoted to cold storage. Two buildings sprinkler equipped.

Low insurance costs.

Spot stocks, pool car distribution.

Complete warehouse services, accurate and prompt service to our principals.

Offices 806-10 NORTHERN PACIFIC AVENUE

AWA—NFWA—MNWWA—ACW

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McCann's Storage Warehouse Co.
3 MILL ST.**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

KEDNEY WAREHOUSE CO.GENERAL STORAGE — MOVING
HOUSEHOLD GOODS

POOL CAR DISTRIBUTION — MOTOR FREIGHT TERMINAL

CHARLOTTE, N. C.

AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

AKRON, OHIO

American Storage & Transfer Co.

100 BEECH ST.

Merchandise Storage—Pool Car Distribution

Private Siding B.&O. Ry.—L.C.L. B.&O.—Penn. Ry.—

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Member—Ohio Warehousemen's Assoc.

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Carolina Transfer & Storage Co.

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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**COTTER CITY VIEW**
STORAGE COMPANY

70 Cherry St., Akron, Ohio

Merchandise Storage.

Pool Car Distribution.

Household Goods Storage.

Low Insurance.

AKRON, OHIO

Agent for Allied Van Lines, Inc.

The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise
Fireproof Warehouse—Local and long
distance moving.

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merchandise, household
goods cold storageU. S. Customs and Internal Revenue Bonded
Warehouse No. 1Pool cars distributed. Private sidings. Free switch-
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speedy service.New York City Representative:
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55,000 SQUARE FEET OF SPRINKLERED
WAREHOUSE SPACE TO SERVE YOU**SCHNEIDER STORAGE CO.**

CANTON, OHIO

Merchandise and Household Goods
Stored and Distributed

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD

Modern — Efficient — Responsible

EVERY DISTRIBUTION AND
WAREHOUSING SERVICE
KNOWN TO THE TRADE**CINCINNATI TERMINAL WAREHOUSES, INC.**U. S. General Bonded Warehouse Number 1
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THE BALTIMORE AND OHIO WAREHOUSE CO.Operating large modern warehouses for the storage of general merchandise at
Second and Smith Sts. and at 619 Baymiller St.Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Rice,
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received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring
cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address:

Second and Smith Sts.

FRED W. BERRY,

Manager and Treasurer.

CONSIGN VIA BALTIMORE AND OHIO RAILROAD

CINCINNATI, OHIO

**CARLOAD. DISTRIBUTING. WAREHOUSING
LOCAL & SUBURBAN TRUCKING**Diversified motor truck equipment
contracted for to meet your requirements.Merchandise haulers—Pool car distributors
Car Loading—Transferring**The CINCINNATI TRANSFER Co.**

Office and Warehouse, 739 W. 6th St.

CINCINNATI, OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.

(Flint, Cortland and Hoefer Sts.)

Merchandise Storage
Penn. R. R. Siding

Pool Cars

Inter-City Truck Depot



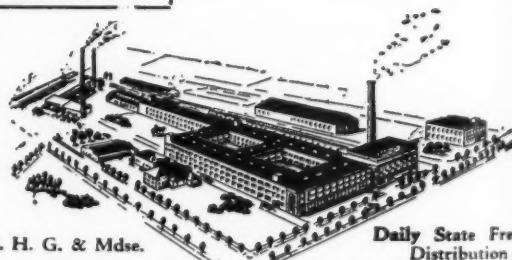
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**The "A" Naish Moving and Storage Co.**
3211 Madison Road, Cincinnati, OhioTwo Household Goods Warehouses of Fireproof Construc-
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of B.O. Distribution of Pool Cars. Transfers Household
Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

CLEVELAND, OHIO



H. H. G. & Mds.

Daily State Freight
Distribution**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System
C.F.W.A. and Steam Heated O.W.A.

CLEVELAND, OHIO

BRITTEN TERMINAL Inc.

UNITED STATES CUSTOM BONDED

Merchandise Storage & Distribution. Lowest In-
surance Rates. Covered Rail & Truck Docks
Operate Own Truck Equipment. Pool Car Dis-
tribution.

2775 PITTSBURGH AV.

Telephone PRospect 2970

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Distribution Terminal Warehouse Company

Central Viaduct and West 14th St.
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New
Ultra-Modern
Plant

Trunk Line
Terminal
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

The Curtis Brothers Transfer Co.

French & Winter Sts.

Cleveland, Ohio

Specializing in Merchandise Storage
Private Siding on N.Y.C. RR. Distribution of pool cars
Motor Freight Service to Buffalo, N. Y., and
Indianapolis, Ind.

CLEVELAND, OHIO

"The Three R's" In Modern Warehousing RESPONSIBILITY REPUTATION

RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading plat-
form.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Helt
Line, connecting with all R.Rs. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on
Cleveland's Water Front

Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse

CLEVELAND, OHIO

AT YOUR SERVICE



- Eight modern warehouses
- Special storage facilities
- Low insurance rates
- Private switch facilities
- Quick deliveries

A warehouse in each major section of the city.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

Jackson Joins Empire Freight

William H. Jackson, well known to the warehouse and shipping industry as "Bill," has joined the Empire Freight Co., of New York City. Originally, and for a long period with Judson, he resigned and entered the warehouse business with Leo H. Blum of the Atlas Storage Co., Inc., New York City. The new connection with Empire Freight brings together two former Judson men, Jackson and A. F. Carbone the head of the company.

James H. McRoberts Joins Kansas Transfer and Storage, Topeka

James H. McRoberts has been appointed supervisor of general service and business solicitor for the Kansas Transfer and Storage Co., Topeka, Kans. Since 1918 Mr. McRoberts has been with local transportation companies. Prior to entering the transportation business, he was employed in the mechanical and operating departments of the Santa Fe R. R.

Mrs. Edith L. W. Evans

MRS. EDITH LESLEY WILLIAM EVANS, wife of Wellington F. Evans, president of the Central Detroit Warehouse Co., died April 18, at her home in Bloomfield Hills, following a long illness.

She was born at Wilkinsburg, Pa., 55 yrs. ago, and was the descendant of early American settlers. She traced her descent on her father's side from Oliver Cromwell, Protector of England. Her grandfather, Judge Henry Warren Williams, enjoyed the distinction of being on the Supreme Court Bench of Pennsylvania for 28 yrs. On her mother's side she was a direct descendant of John Alden.

Survivors are her husband; a son, John Alden Evans, of Bloomfield Hills; a daughter, Mrs. Barbara Jane Staley, of Philadelphia; and a brother, Edwin Stowe Williams, of Wilkinsburg.

For the convenience of shippers, this section is arranged geographically

CLEVELAND, OHIO

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POOL-CAR DISTRIBUTION

HEATED LIQUOR STORAGE

CUSTOMS BONDED
WAREHOUSE

LEASE SPACE

A MODERN, FIRE-PROOF STRUCTURE WITH
ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING**THE OTIS TERMINAL WAREHOUSE CO.**

1300-38 W. NINTH ST.

CLEVELAND, OHIO

U. S. GENERAL BONDED WAREHOUSE No. 4

CLEVELAND, OHIO

**Facilities, Service
and Security**

Merchandise Storage and Distribution . . .
 Fireproof Buildings . . . A.D.T. Service . . .
 Low insurance rates . . . Convenient locations
 . . . United States Custom Bonded . . . Fumi-
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Represented by
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Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. Sys-
 tem. Private double track siding. Receiving floor at car level.
 Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio

Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
 and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.
 426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehouse-
 men's Assn.

**ATTENTION
 SHIPPERS**

When you must move
 your executives or personnel
 from one city to another, call in
 one of our household goods warehouse
 advertisers. He can save you time, worry
 and unnecessary expense.

Changes in Personnel

O. B. Higgins, for the last 6 yrs. vice-president in charge of traffic of the National Carloading Corp., became general traffic manager of Montgomery Ward & Co., June 1. He succeeds R. M. Vowels, who last October was appointed acting general traffic manager of the company following the death of L. E. Muntwyler. Mr. Vowels returns to his position of assistant general traffic manager.

C. D. Macknee has replaced D. F. Wood as traffic manager of the Binney & Smith Co., New York, carbon black manufacturer. Mr. Wood will remain with the company in an advisory capacity. C. David Spruill has taken Mr. Macknee's former position of assistant traffic manager.

Harold A. Stoltz, formerly divisional sales manager of Seminole Tissue Corp., has been appointed middle western sales manager for Harry B. Weil & Associates, 100 N. La Salle St., Chicago, national sales organization specializing in merchandising and promotional activities in the grocery field.

G. D. McLean, who has been assistant general traffic manager of the Allied Mills and the Central Distilling Co., has become general traffic manager of the Central Soya Products, Inc., Central Sugar Co. and the McMellen Feed Co., at Fort Wayne, Ind.

Fred A. Donaldson, sales manager, has been appointed general manager of the J. G. Turnbull Co., Greenfield, Mass.

C. C. Uhling, Cincinnati, has been placed in charge of Detroit sales for the Procter & Gamble Co., succeeding J. E. Bloomstrom, resigned.

Frederick I. Thompson, former member of the United States Shipping Board and of the Alabama state docks commission and publisher of the Alabama Journal at Montgomery, Ala., has been named to head Alabama's free foreign trade zone at the Mobile state docks.

Thompson resigned from the state docks commission to accept the new post at a salary of \$500 per month. His main duty will be to promote use of the zone which will be operated independently of the state docks which adjoin it. The foreign zone will be formally dedicated on July 4.

Thompson will continue his publishing duties. He maintains his home in Mobile.

Governor Graves named Frank P. Folmar, Mobile broker, to succeed Thompson to the state docks commission.

C. M. Wellington has been placed in charge of the New England territory of International Salt Co., Inc.

Sam V. Johnston, formerly division manager of Stokely-Van Camp's, has been appointed sales manager of Stokely Brothers & Co., Inc., Indianapolis. Other additions to the executive personnel of the Stokely-Van Camp organization are Warren Tingdale, sales manager of Van Camp's, Inc., and Lee Dingee, sales manager of the private-label and institutional department of Stokely-Van Camp's.

Keenan Elected Chairman Commonwealth Trust, Pittsburgh

James F. Keenan, president and director, Haugh & Keenan Storage & Transfer Co., Pittsburgh, has been elected chairman of the board of directors of the Commonwealth Trust Co., Pittsburgh. He has served as a director of the bank since its incorporation in 1902.

COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.
LET US SERVE YOU AT COLUMBUS



COLUMBUS: — Ideally located for your stocks in Central West.

THE MERCHANDISE WAREHOUSE CO.: — In the Center of Columbus on route No. 40 on your way West or East. We invite inspection; no obligations.

SERVICE: — For the most exacting. No account too complicated. Let us serve you at Columbus.

PRIVATE SIDING ON N. Y. CENT. RY. — 14-car capacity. U. S. Customs Bonded

A D T System

The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio
MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

MERCHANDISE STORAGE and DISTRIBUTION

FIRE PROOF



LOW INSURANCE

THE NEILSTON STORAGE CO.

DAYTON, OHIO

THOS. F. LARKIN
WAREHOUSE & CARTAGE COMPANY
925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching from all other lines. Dist. Mdse. Pool Cars. City delivery of Mdse. Motor truck service.

LIMA, OHIO

MEMBER MAYFLOWER WAREHOUSEMEN'S ASSOCIATION

The Stelzer Truck & Storage Co.
407-11 Findlay Rd.
Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool cars, NYC siding
Member: M.W.A., O. A. C. H.

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.
180 East Mill St., Marion, Ohio
Est. 1895

Strictly Fireproof warehouse for Merchandise and Household Goods. Lease Space. Cold Storage, Private Siding into warehouse. For complete service contact us.

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SPRINGFIELD, OHIO

MEMBER MAYFLOWER WAREHOUSEMEN'S ASSOCIATION

WAGNERS SERVICE, INC.
Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

456,000 cu. ft.

MEMBER MAYFLOWER WAREHOUSEMEN'S ASSOCIATION

WILLIS DAY STORAGE CO.
Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars
Member of May WA—OFWA—TOL—CA
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TOLEDO, OHIO

GREAT LAKES
TERMINAL WAREHOUSE CO.
321-359 Morris Street—Toledo, Ohio
GENERAL MERCHANDISE
AND
COLD STORAGE
Complete Warehouse Facilities
Toledo's largest modern warehouse—serving
Ohio, Indiana and Michigan.
Private sidings New York Central and B&O RR's.

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION
OFFICE: 247 MORRIS STREET
Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.
Two Private Docks Capable of Serving Any Size Boat on the Lakes. Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

The RATHBUN CARTAGE CO.
2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise and household warehousing needs in Toledo. . . . Moving, Packing, shipping, storing. . . . Riggers and machinery movers. . . . POOL CARS SOLICITED. . . . Local & Long Distance Moving.
Member O.F.W.A.—O.W.A.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.
128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

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YOUNGSTOWN, OHIO

1887 1938

WHEN MOVING EMPLOYEES TO OR FROM
YOUNGSTOWN, OHIO
CONSULT
THE WM. HERBERT & SON CO.
648 MARKET ST.
"Over 50 Years of Dependable Service"

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**Commercial Warehouse Co.**

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching

14c. Insurance rate



OKLA. CITY, OKLA.

Established 1889

O. K. Transfer & Storage Co.

General Warehousing and Distribution

**MOTOR
TRUCKS
& TEAMING****HOUSEHOLD
GOODS****MERCHANDISE**MEMBERS
NFWA, AWA,
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

Merchandise Warehousing

Pool Car Distribution

Free Switching
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12 WEST 42ND ST. PH. 4-0960Represented by
ALLIED DISTRIBUTION INC.
1525 NEWBERRY AVE. MON. 5534CHICAGO
50,000 Sq. Ft.
Floor Space
Fireproof

OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

**MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION**Brick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System. Insurance Rate 14c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
districts.

OKLAHOMA CITY, OKLA.

Fireproof Warehouse for Mer-
chandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
303-313 East Grand AvenueWe Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Associations

OKLAHOMA CITY, OKLA.

OKLAHOMA CITY'S **FINEST** WAREHOUSES**RELIABLE VAN & WAREHOUSE CO.**

HOUSEHOLD GOODS STORAGE

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

TULSA, OKLA.

**FEDERAL
STORAGE & VAN CO., Inc.**

The Coggeshall Co.

MDSE. STORAGE & DIST.Punctual Service & Remittances
Centrally Located—Low Fire Rates

TULSA, OKLA.

Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit
your shipments to our city and assure you we will reciprocate
and guarantee prompt remittance. Located on Railroad.
Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouse

TULSA, OKLA.

Tulsa Terminal Storage & Transfer Co.

8 No. Cheyenne

Tulsa, Okla.

Handling General line of Merchandise Storage. Our
fireproof warehouse, fully sprinklered. Equipped with
burglar alarm. Bonded to the state.

Member of Associated Whse., Inc.—A.W.A.



PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act

Merchandise, Storage and Distribution

Private Siding Free Switching Sprinklered

1132 N. W. GLISAN STREET



PORTLAND, ORE.

HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

**General Merchandise Storage and
Distribution**

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

**POOL CAR DISTRIBUTION
A SPECIALTY**

Member A. W. A.—Amer. Chain.

Established 1864

PORTLAND, ORE.

J. H. CUMMINGS, Pres.

MERCHANDISE, STORAGE & WAREHOUSING**Northwestern Transfer Co.**

General Forwarding Agents

SPECIAL ATTENTION GIVEN TO POOL CARS

Our private siding is served by all railroads

1504 N.W. Johnson St., Portland, Oregon

Estab. 1888

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glisan Street

Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATIONPool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
Points. Route your shipments Via Water or Rail to us.**PIHL TRANSFER & STORAGE CO.**

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System
Complete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.



500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSE-
HOLD STORAGE

ALL-TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.



Pool Cars
Efficiently
Handled
Merchandise
and
Household
Goods Storage

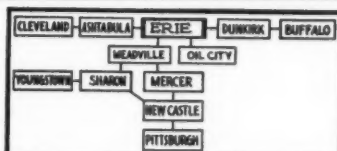
HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Sidings Agent for Aero Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's
Association, Penna. Furniture Warehousemen's Association, Penna.
Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSEGENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

ERIE, PA.

**THE ERIE
STORAGE
& CARTING
COMPANY**

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central
Lines and switching to all other
lines. Unexcelled facilities for han-
dling shipments of merchandise and
household goods. Branch house
service for manufacturers. Pool
cars distributed.MEMBER: ALLIED VAN LINES — N.F.W.A.
P.F.W.A.—Rotary and Kiwanis**THE IRWIN
TRANSPORTATION
COMPANY**1502 Sassafras St.,
Erie, Pa.Overnight service
on merchandise to
all of the above
cities.

HAZLETON, PA.

KARN'S STORAGE, INC.

MERCHANDISE WAREHOUSE L.V.R.R. SIDING

Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE
Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
Forwarding
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

OIL CITY, PA.

CARNAHAN**Transfer and Storage**Fireproof warehouse. Distribution of merchandise and household goods
pool cars. Private rooms for furniture and pianos.
Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

PHILADELPHIA, PA.

Est. over 30 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fence"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

**Schenley Explains Curtailment
of Operations**Schenley Products Co., New York, denies that there
has been any interruption in general operations at the
company's plants, beyond the usual seasonal suspen-
sion of distilling. Lester E. Jacobi, vice-president in
charge of production stated that bottling houses where
goods are packaged at the distilleries and all other
plant activities are continuing as usual. In addition,
the Belmont distillery at Louisville, Ky., and the Clifton
Springs distillery at Lawrenceburg, Ind., are running
at capacity at present. The company still employs
more than 3,000 people at its distilleries, and only a
small number were affected by the temporary suspen-
sion of actual distilling operations.**Another Use for Warehouses**M. Oliver Lewis, president of the Holland Warehouse
Corp., 521 Broome St., New York City, has obtained
the franchise of the Federal Motor Truck Co., Detroit,
for the sale of Federal trucks in the Manhattan area
under the name of the Lewis Federal Sales Co. Several
trucks will be on display in the branch warehouse
located at 52-56 Thompson St., which will be used as a
temporary showroom.*For the convenience of shippers, this section is arranged geographically*

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.
Company owns fleet of motor trucks for city and suburban deliveries

PHILADELPHIA, PA.

BUELL G. MILLER, President

**MILLER**

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.W.A., P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

37 Acres of Storage Space22 Modern
WarehousesCentrally
LocatedStoring
Shipping

One of the largest groups of modernly equipped, conveniently located warehouses in the East. Exceptional accommodations are provided for storing and shipping merchandise of every kind (bonded and free). Close proximity to steamship piers and direct connections with all railroads entering Philadelphia, plus our own fleet of 22 motor transports, insure prompt shipments and deliveries with safety and economy. Numerous other services are provided. Write for particulars.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia

JOHN A. MCCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)
Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terfort, 250 Park Ave. Tel., Plaza 3-1235

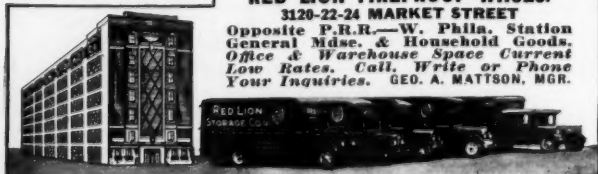
CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Telephone, Harrison 1496

PHILADELPHIA, PA.

RED LION FIREPROOF WHSES.

3120-22-24 MARKET STREET

Opposite P.R.R.—W. Phila. Station
General Mds. & Household Goods.
Office & Warehouse Space Current
Low Rates. Call, Write or Phone
Your Inquiries. GEO. A. MATTSON, MGR.

**WATERWAYS AND TERMINALS**

(Continued from page 64)

history. The chartering evil is said to have grown to such proportions that the rate structure has been shaken to its foundations. The rate cutting started with lumber, but is said to have extended to many other commodities moving in large volume.

The inquiry just started by the Maritime Commission into this phase of intercoastal steamship operations is expected to uncover many of the abuses that have grown out of the practice of chartering. Some of the owners have claimed that they merely sought employment for idle vessels through chartering them and were not aware of any undercutting of rates by the charterers.

Some sort of general pooling plan to bring about greater stability of operations is sought by members of the Intercoastal Steamship Freight Association as an alternative to the conditions which have existed in recent months.

New Traffic Commission Urged for Philadelphia

THE creation of a traffic commission to further the interest of the Port of Philadelphia, similar to the Port Authority in New York, was urged by George E. Bartol, Jr., president of the Bourse.

Speaking at exercises celebrating National Maritime Day, he said: "It is truly commendable that our several commercial organizations have been able to carry on this work in place of the highly organized efforts on the part of those ports with which we must compete for traffic and services, but we must increase our activities. I am convinced there should be established in this port a traffic commission capable of performing the requisite duties of closely scrutinizing rules, regulations and charges, and, when necessary, to engage in litigation, to see that competitive conditions are maintained."

Rear Admiral W. T. Cluverius, Commandant of the Fourth Naval District, another speaker, said that the development of the merchant fleet would progress rapidly.

"The United States," he added, "has an excellent opportunity to capture the markets of South America. The field has been neglected. We should get our share of the trade of the Western Hemisphere."

Philadelphia Differential Report

Examiner Bardwell of the Interstate Commerce Commission has rendered a proposed report in the proceedings instituted by the city of Philadelphia wherein it sought an improved status in the North Atlantic ports differential set-up. He recommends that the complaint should be dismissed for the following reasons:

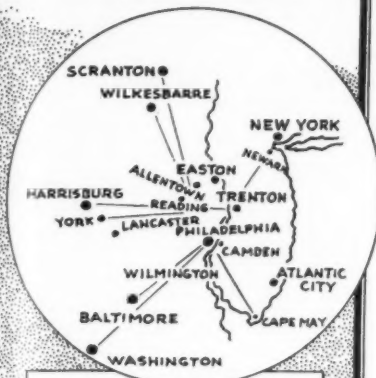
1. That the class and commodity rates on import, export, coastwise and intercoastal traffic between the port of Philadelphia and points in trunk line, central and western trunk line territories have not been shown to be unreasonable, unduly prejudicial or otherwise unlawful.
2. That the charges and practices in connection with accessorial or terminal services at the port of Philadelphia are not shown to result in undue prejudice to that port or undue preference to other North Atlantic ports.
3. That the record does not warrant the prescribing of a tariff rule requiring the accessorial or terminal charges to be stated separately from the line haul charges on export, import, coastwise or intercoastal traffic.

Houston Plans to Expand Imports of Green Coffee

PLANS for the development of Houston green coffee importing business and an advertising program of the green coffee industry were discussed in a convention of the Texas Coffee Roasters' Assn. at Houston recently. Speakers included Roberto Aguilar, of the San Salvador Coffee Growers Federation; Miguel Samper, of the Colombia Coffee Growers Federation; W. F.

(Continued on page 88)

Key Center of the Big Eastern Market



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

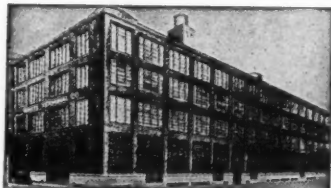
Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION
D L & W and D & H Sidings
Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING
Private Siding B. & O. R.R.

For the convenience of shippers, this section is arranged geographically

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.Merchandise Storage and
Distribution of Pool CarsModern Concrete Warehouse, 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Carolina
Bonded
Storage Co.**BONDED**
COMPLETE STORAGE FACILITIES
for MERCHANDISE &
HOUSEHOLD GOODS.Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.

Member of A.W. Inc.—MayWA 700 Block College



GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

**ATTENTION
ALL READERS**Some of you are not yet
aware that D and W is now
edited primarily for the USER
of public warehouses; the warehouse
customer or prospect.

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00

per annum.

Pool Cars distributed.

Household goods shipments

solicited. Prompt remittances

made.

MEMBERS American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

KNOXVILLE, TENN.

J. E. Dupes, Pres. & Gen. Mgr.—E. V. Bruce, Act. Treas.

MEMBER

WAREHOUSEMEN'S
ASSOCIATION**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and

Distribution. Pool Car Distribution.

Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company

Member, Mayflower Warehousemen's Association

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"Located in the center of the Jobbing &
Wholesale DistrictSprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

Secy. and Treas. W. H. DEARING

JOHN H. POSTON**STORAGE WAREHOUSES**

671 to 679 South Main St.

Established
1884

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

Represented by ALLIED DISTRIBUTION INC.

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MEMPHIS, TENN.

"SERVICE"

ROSE WAREHOUSE CO.

2-8 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

NASHVILLE, TENN.

124 First Avenue, N.

Phone 5-4153

**BOND-CHADWELL CO.**

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE

RIVER, RAIL AND TRUCK TERMINAL

Household Storage, Local and Long Distance Moving

Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, Inc.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest
Insurance Spot Stock and Pool
Car Distribution — Private
Siding—Free Switching
Motor Truck Service.

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.
Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses



BEAUMONT, TEXAS

GARDNER'S**BEAUMONT TRANSFER & STORAGE COMPANY**

Est. 1895

1101 CROCKETT STREET

GENERAL MERCHANDISE—H.H. GOODS STORAGE
POOL CAR DISTRIBUTION
PRIVATE SIDING—FREE SWITCHING

Export Bills of Lading

The rails in various parts of the country are suggesting development of uniform rules for the handling of shipments moving on through export bills of lading since the decision of the Interstate Commerce Commission in I. and S. 4376 concerning export bill of lading rules in the South.

The commission in its decision recommended that the southern carriers should restrict the issuance of through export bills of lading to 15 days prior to the date on which a vessel is expected to sail or to receive cargo and also indicated that the southern carriers might give consideration to the establishment of reasonable rules for assessing storage charges where freight is held in cars beyond a reasonable time.

At Texas ports under rules of the western weighing and inspection bureau a storage charge \$1.10 per day applies after 4 days free time but subject to an average agreement. The same bureau has rules at Pacific coast ports providing for a charge of \$3.30 per day after 5 days free time except that 20 days are allowed on transcontinental traffic.

To expedite consideration of uniform rules the western weighing and inspection bureau has submitted a recommendation that a flat charge of \$3 per day for use of cars beyond free time apply on all traffic for delivery to water carriers at the ports regardless of freight rate applicable and whether or not the traffic is moving on through export bills of lading. It also recommends that through export bills of lading be issued only in connection with the steamship lines which sign a written agreement to pay demurrage charges accruing and if this is found impractical, the new rules should specifically provide that the steamship lines accepting freight at the ports shall be liable to the railroad for accrued demurrage charges. It also suggests that the free time allowance should not exceed 5 days on line haul traffic and 2 days on switch business.

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.**CROCKER
TRANSFER AND STORAGE CO., Inc.**

Established 1812

Distribution Pool Cars or Boat Shipments
Merchandise & Household Goods
Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.

Agent for Allied Van Lines, Inc.

CORPUS CHRISTI, TEXAS

Specialists In

General Merchandise Storage—
Forwarding—Pool Car Distribution

Public bonded warehouses in Corpus Christi on San. Pas. and Harlingen on Ma. Pas. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Hebbronville and Rio Grande Valley. Expert handling. S.W.A. members.

ROBINSON WAREHOUSE & STORAGE COMPANY

General Offices: 1500 Tiger St., Corpus Christi

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION LOCAL DRAYAGE
K. K. MEISENBACH JACK ORR

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.

For 60
Years**BINYON-O'KEEFE**For 60
YearsDallas
Associated with Distribution Service, Inc.

DALLAS, TEXAS

E. D. Balcom

Cas K. Weathered

(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building
Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers, and
Warehouse Space



Operators of Lone Star Package Car Company (Dallas Division). Daily service via rail from St. Louis and C.F.A. territory to all Texas points. Semi-weekly service via Morgan Steamship Line from New York and Seaboard territory to all Texas points. H & N T Motor Freight Line, serving South, Central, North Texas and Oklahoma.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses
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DALLAS, TEXAS

Dallas-Trinity Warehouse Company

"Courtesy With Unexcelled Service"
Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.
Ft. Worth, Texas Corsicana, Texas
Member of A.W.A.—S.W.A.

For the convenience of shippers, this section is arranged geographically

DALLAS, TEXAS



The Interstate Fireproof Storage & Transfer Co.

301 North Market St.
Merchandise Storage and
Distribution.

Household Goods Storage, Moving &
Packing—Long Distance Hauling
Associate Managers
W. I. Ford R. E. Eagon



EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave. El Paso, Texas
Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60
Years

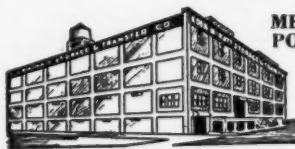
BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth
Associated with Distribution Service, Inc.

For 60
Years



DALLAS, TEXAS

SPECIALIZING



MERCHANDISE STORAGE POOL-CAR DISTRIBUTION

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT.

KOON-McNATT STORAGE & TRANSFER CO. 911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

DALLAS, TEXAS

A Complete Merchandise Warehouse Service

COLD STORAGE—MERCHANDISE STORAGE YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

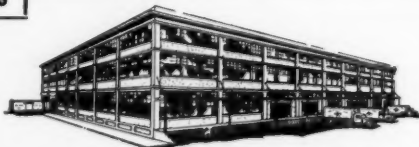
470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

Hawkins
and
Pacific
Streets



The Southwest's Newest MERCHANDISE STORAGE

POOL CAR DISTRIBUTION, AIR-CONDITIONED
OFFICE AND DISPLAY SPACE

Texas and Pacific Terminal Warehouse Co.

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

WATERWAYS AND TERMINALS

(Continued from page 84)

Williamson, secretary-manager of the Associated Coffee Industries, New York, and J. W. Milliard, New York coffee research expert.

The importing trade of Houston was to receive a shipment of 12,000 bags of green coffee early in June, marking the first of monthly shipments via the Mississippi Shipping Co. whose vessels replaced those of the Japanese line that brought green coffee to Houston prior to the Sino-Japanese conflict.

Glass Co. Buys Houston (Tex.) Channel Property

The Tips Glass Co., Houston, Tex., has purchased 17.3 acres of improved property on the Ship Channel for \$90,000, from the Exporters' Compress & Warehouse Co. Four warehouse buildings with 105,000 sq. ft. of floorspace are located on the tract, which lies between Clinton and Navigation, near the Lockwood bridge. One of the warehouse buildings has been leased to the International Harvester Co.

Plans of the Glass Co. call for the expenditure in the future of approximately \$510,000 for a glass factory on the site. The company recently obtained a permit from the port commission and the U. S. army engineers for the construction of a wharf on the property. Barge terminal facilities are also planned to allow the unloading of sand required for the manufacture of bottles and jars. The finished products also would be shipped from this point.

Tennison Mfg. Co., has purchased from the Exporters Compress & Warehouse Co., 8.25 acres adjoining the Tips Glass Co. site for \$40,000.

New Southwest Merchandise Warehouse Rate Guide

THE new Southwest Merchandise Warehouse Guide No. 2 is now ready for distribution. This new guide is the result of action taken by the Southwest Warehouse and Transfermen's Assn. to appoint a committee in December, 1936, which was known as the Special Cost Research Committee. This committee was charged with the duty of looking into the very perplexing problem of the steady increase of the cost of doing business and to make recommendations to the association on how such increased costs were to be met.

According to the findings of the committee, it would be necessary for merchandise warehousemen to increase their revenue between 15 and 20 per cent. The recommendation was to adopt the Illinois Merchandise Ware-

(Continued on page 91)

FORT WORTH, TEXAS

Fort Worth Warehouse & Storage Co.
201 So. Calhoun St. Fort Worth, Texas
Merchandise and Household Goods, Storage, Cartage and
Pool Car Distribution
Member of M.W.A.

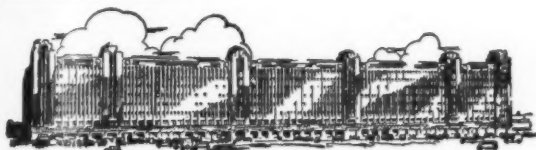
FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service
MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE
801 W. VICKERY BLVD. FT. WORTH, TEXAS

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution
O. K. Warehouse Company, Inc.
255 W. 15th St. Fort Worth, Tex.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.
(See Companion Service Under Dallas Listing)

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.
Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
Merchandise storage—pool car distribution, daily motor freight lines.
Furniture vans—equipment for heavy hauling.
Service Covers the Lower Rio Grande Valley

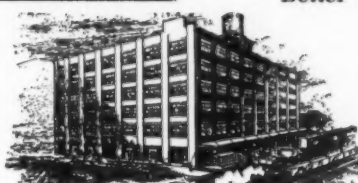
HOUSTON, TEXAS

BINYON-STRICKLAND
WAREHOUSES, INC.
Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

CENTRAL FORWARDING INC.
CONTI AND WALNUT STS.
MERCHANDISE AND HOUSEHOLD GOODS
STORAGE AND POOL CAR SERVICE
OFFICE AND DISPLAY SPACE
O. J. UMBERFIELD,
BRANCH MANAGER

HOUSTON, TEXAS



**Better Warehousing in
HOUSTON**

We operate a modern
low insurance rate
warehouse in the center
of the wholesale,
jobber, rail and truck
terminal district. Most
conveniently located for interior jobbers' trucks; well trained
personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce & San Jacinto Houston, Texas.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
10 WEST 42ND ST. NEW YORK 18 1523 NEWBERRY AVE. CHICAGO 53

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company
General Storage Cold Storage U. S. Custom Bonded
Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate
New York Representative Phone PLaza 3-1235 Chicago Representative Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.
Shipside and Uptown Warehouses
Merchandise Storage and Distribution
Operators—Houston Division
LONE STAR PACKAGE CAR CO.
1302 Nance St. Houston, Texas

HOUSTON, TEXAS

T. P. C. Storage & Transfer Company, Inc.
Commercial Storage
OFFICE SPACE PARKING SPACE
MANUFACTURERS AGENTS
POOL CAR DISTRIBUTION

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.
Merchandise Storage — Pool Car Distribution
— U. S. Customs Bonded —
— Office Space —
New York Representatives: CHICAGO REPRESENTATIVES:
DISTRIBUTION SERVICE, INC. DISTRIBUTION SERVICE, INC.
100 Broad Street 219 E. North Water St.
Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS



HOUSTON 812 Live Oak Street On H. B. & T. R. R.
Wald Transfer & Storage Co., Inc.
BONDED FIREPROOF WAREHOUSES
MERCHANDISE AND HOUSEHOLD GOODS STORAGE
POOL CAR DISTRIBUTION
RECEIVERS' AND SHIPPERS' AGENTS
EXPERIENCE—SERVICE—RESPONSIBILITY
Member of May. W. A.—Houston T. & W. A. and
Houston and Galveston Chambers of Commerce
GALVESTON 25th and A On Santa Fe R. R.

HOUSTON, TEXAS

WESTHEIMER
Transfer and Storage Co., Inc.
OVER 50 YEARS IN HOUSTON
Fireproof Warehouses
Merchandise & Household Goods Storage—Pool Car Distribution—Lift Van Service
—20 car lengths of truckage.
Benj. S. Horwitz President Agent for Allied Van Lines, Inc. Members N. F. W. A. State and Local Assn.

SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street
MERCHANDISE EXCLUSIVELY
 Pool Car Distribution—Complete Service
 Distribution—Storage—Drayage
 Inquiries Solicited

SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.
FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service
over 50 years of satisfactory service
 Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD **MERCHANDISE**
 COLD STORAGE **CARTAGE**
DISTRIBUTION
 INSURANCE RATE 10c
Members of 4 Leading Associations

SAN ANTONIO, TEXAS

**SOUTHERN TRANSFER & STORAGE CO.**

FIREPROOF BONDED STORAGE
 U. S. Customs Bonded Warehouse—
 Cartman's Permit No. 1

TYLER, TEXAS

Tyler Warehouse and Storage Company

Bonded under the Laws of Texas
 General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

WICHITA FALLS, TEXAS

Our 15th Year

Tarry Warehouse & Storage Co.

J. P. TARRY, Owner
 Wichita Falls Fireproof Warehouse
 Motor Freight Service to All Territory

ATTENTION SHIPPERS

Do any of your products require constant temperatures or humidity control? Consult our nearest cold storage warehouse advertiser or a merchandise advertiser that has air conditioning facilities.

OGDEN, UTAH

Member of A.W.A.

Western Gateway Storage Co.

Warehousing in all its branches
POOL CAR DISTRIBUTION
MERCHANDISE AND COLD STORAGE
Ogden is the Gateway to the Inter-mountain West

SALT LAKE CITY, UTAH

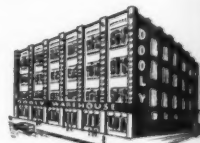
CENTRAL WAREHOUSE

Fireproof Sprinklered
 Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.
 Member A. W. A.

SALT LAKE CITY, UTAH

DOOLY TERMINAL WAREHOUSE

COMPLETE STORAGE AND DISTRIBUTION SERVICE
"IT'S THE LOCATION"
 Represented by ALLIED DISTRIBUTION INC. CHICAGO
 NEW YORK 11 WEST 42ND ST. PHON 6-0944 1525 NEWBERRY AVE. MOON 3538



SALT LAKE CITY, UTAH

Merchandise Storage and Distribution

Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 14 Cents
JENNINGS-CORNWALL WAREHOUSE CO.
 Salt Lake City, Utah

Represented by
DISTRIBUTION SERVICE, INC.
 New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

Storage — Distribution — Service

M. A. KEYSER FIREPROOF STORAGE CO.

328 West 2nd South

72,000 Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.

26 years Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mds. in storage. Free P. & D. service over rail and truck lines.

Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

MOLLERUP MOVING AND STORAGE CO.

Operating MOLLERUP VAN LINES

Warehousing, Local and Long Distance Moving. Shipments handled from all parts of the U. S. Bonded and Insured.
 J. A. MOLLERUP, Manager

SALT LAKE CITY, UTAH

"This is the Place"

**FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET

Over 30 Years' Experience

Merchandise Warehousing - Distribution
 Sprinklered Building - Complete Facilities
 Lowest Insurance Cost - A.D.T. Watchman Service
 Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.
 New York Chicago
 250 Park Ave. 53 W. Jackson Blvd.

MEMBER:
 A.W.A.—U.W.A.

WINCHESTER, VA.



C. GILBERT, Owner and Mgr.
Gilbert Storage & Transfer Co.
 60 7th STREET
 Pool Car Distribution of Merchandise and Household Goods.
 Sprinklered Building with Automatic Fire Alarm.
 Household Goods Transferred

RICHMOND, VA.

59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

BROOKS TRANSFER and STORAGE CO., Inc.
 1224 W. Broad Street, Richmond, Va.
 Three Fireproof Storage Warehouses—410,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River—Freight Truck Line.
 Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

NORFOLK, VA.



HOUSEHOLD MERCHANDISE
 AUTOMOBILE STORAGE
NEW-BELL STORAGE CORPORATION
 NORFOLK, VIRGINIA
 MODERN SPRINKLER EQUIPPED WAREHOUSE
 50,000 SQUARE FEET PRIVATE RAIL SIDING
 Lowest Insurance Rate in Norfolk. Pool Car Distribution
 WE SPECIALIZE IN MERCHANDISE STORAGE AND DISTRIBUTION
 AGENTS AERO MAYFLOWER TRANSIT COMPANY
 Member N.W.A. & S.W.A.

RICHMOND, VA.

STORAGE
 HOUSEHOLD
 GOODS
 OBJECTS OF ART
 FURS - RUGS
 VALUABLES

THE W. FRED RICHARDSON
Security Storage Corporation
 PACKING FOR SHIPMENT
 Local and Long Distance Movements
 ESTABLISHED 1897
 Agent for Allied Van Lines, Inc.

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:
 A.C.W.
 S.W.A.
 U.S.C. of C.

Write for Booklet—"7 POINT DISTRIBUTION"

RICHMOND, VA.

180,000 Sq. Ft. Space
VIRGINIA BONDED WAREHOUSE CORPORATION
 ESTABLISHED 1908 1709 E. CARY ST.
 U. S. BONDED & PUBLIC WAREHOUSES
 MERCHANDISE STORAGE & DISTRIBUTION
 INSURANCE RATES 20c PER \$100 PER YEAR
 Member A.W.A.
 BUILDINGS SPRINKLERED

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
 Pool Car Distributors
 General Merchandise Storage
 421-25 EAST CAMPBELL AVE.
 ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars Automatic Sprinklers
 Private Railroad Siding Accurate Accounting
 We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.
 Member of American Chain of Warehouses

SEATTLE, WASH.

EYRES TRANSFER AND WAREHOUSE CO., Inc.
 SEATTLE, WASH.
 Fireproof Warehouses 220,000 Square Feet
 INSURANCE .133 Cents per \$100.00
 GENERAL STORAGE AND DISTRIBUTING SERVICE
 OPERATING 65 AUTOS Since 1889
 Members of AWA—NFWA—ACW—WSWA

SEATTLE, WASH.

LET LYON GUARD YOUR GOODS

LYON
 VAN AND STORAGE CO.
 -- RELY ON LYON --

Northwest Distributors
 Seattle—Tacoma—Portland
 Seattle, 2030 Dexter Avenue
 Dean C. McLean, Mgr.

SEATTLE, WASH.

Lloyd X. Coder, Pres.-Mgr. Est. 1919
SYSTEM Transfer & Storage Co.
 2601-11 Second Avenue
 Warehousemen & Distributors of
 General Merchandise and Household Goods
 Office and Desk Space—Low Insurance Rates
 Member—A.W.A.—W.S.W.A.—N.F.W.A.—S.T.O.A.

S. W. Merchandise Rate Guide

(Continued from page 88)

house Guide No. 1. This was done by resolution at the April, 1937 meeting. Later on, however, it was discovered that the Illinois guide would not fill the requirements of the Southwest association, because it was compiled through the application of data that did not fit the southwest territory. The Special Cost Research Committee was then merged with the regular Merchandise Tariff Committee to make a tariff that would fit the needs of that section.

The new guide is in loose leaf form 5½ by 8½ in., printed on both sides of heavy ledger paper. Over 2,000 commodity listings are carried, with subdivisions in many items of particular brands and trade names. It is compiled along the same lines as the Illinois guide, showing commodity and description, cubic inches per pound, handling and storage classification, total cubic inches, gross weight and the rates per package for handling and storage. There is no need to refer to the package rate tables to secure the rate; the latter is listed on the page opposite the commodity.

This guide is simple and easily understood by everyone, if the proper time is taken to carefully read the instructions for application. It is built to earn 7½ cents per square foot on the net occupied space. The base storage rate is 3 cents per 100 lbs. and the base handling rate is 6 cents per 100 lbs.

The selling price of the guide is \$2.50 per copy in plain covers and \$3.50 per copy in a ring binder.

Los Angeles Wharfage Increases

To increase Los Angeles harbor revenues approximately \$300,000 a year, the Harbor Commission has recommended to the City Council a schedule of raises in wharfage charges. If enacted, wharfage on some items

SEATTLE, WASH.



OLYMPIC WAREHOUSE & COLD STORAGE CO.

MERCHANDISE STORAGE & DISTRIBUTION

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 170,000 cu. ft.; Dry storage, 60,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.

SERVICE FEATURES: Bonded U. S. Customs; State License No. 2; State Liquor Control Board. Pool car distributors. Office rentals (modern facilities, nominal rentals, telephone and stenographic service).

ASSOCIATIONS—A.W.A. (C.S.); Wash. State Wharves Assn.

OTHER DATA—Our negotiable warehouse receipts are accepted by banks as collateral for loans against merchandise stored in our warehouse.

OLYMPIC

1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

SEATTLE, WASH.

TAYLOR-EDWARDS Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates
Associated with leading warehouses through

DISTRIBUTION SERVICE, INC.

New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

SEATTLE, WASH.

UNITED WAREHOUSE COMPANY

1990 Alaskan Way

GENERAL MERCHANDISE
STORAGE100,000 sq. ft. capacity
Established 1900POOL-CAR
DISTRIBUTORSU. S. Customs Bond
Free Switching

SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

WINN & RUSSELL, INC.

U. S. Customs Bonded

General Merchandise Storage & Distribution

Trucking
Service

Insurance .1225 per \$100.00 a year

Fumigation

Free Switching

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 41ND ST. PHIN. 6-0940 1525 NEWBERRY AVE. MON.3535

Attractive
Offices

SPOKANE, WASH.

Millard Johnson
Pres.W. B. Fehlis
Sec'y.

Consign to

SPOKANE TRANSFER & STORAGE CO.

A. W. A.

308-316 Pacific Ave.

N. F. W. A.

Merchandise Department

Largest Spot-Stocks in the
"Inland Empire,"
(67,000 sq. ft.)

Household Goods Dept.

Assembling and distribution of
pool and local shipments.
Agents for JUDSON.

Member of American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.
Member A.W.A.—Wash. State Assn.

BLUEFIELD, W. VA.

WM. E. DALE, Owner

TWIN CITY WAREHOUSE & COLD STORAGE COMPANY

Specializing in

Merchandise and Household Goods at Bluefield, Va.
Cold Storage at Bluefield, W. Va.
Private Siding on N&W.R.R. Free
Switching—Distribution of Pool Cars

HUNTINGTON, W. VA.

The only Merchandise Warehouse in
Huntington out of high water district
**ECONOMICAL AND EFFICIENT
GENERAL MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
COMPLETE TRUCKING FACILITIES
FOR POINTS IN OHIO-KY.-W. VA.
PRIVATE SIDING ON C. & O. RY.
NO SWITCHING CHARGES
MEMBERS — AWA — ACW**

HUNTINGTON WAREHOUSE CORPORATION

ESTABLISHED 1920

HUNTINGTON, W. VA.

There is a reason why the sales and traffic managers of national
firms use us in our territory. We specialize in distribution of
merchandise and have every facility necessary to give their cus-
tomers quick action. Five million population served over night.

The W. J. Maier Storage Co.

WHEELING, W. VA.

Central Distribution for

- WEST VIRGINIA
- Western PENNSYLVANIA
- Eastern OHIO

POOL CAR DISTRIBUTION
GENERAL MERCHANDISE STORAGE

Members A.W.A.—A.C.W.—W. Va. M.T.A.

UNION

WAREHOUSE
HOLDING CO.Main, Sixteenth
and South Streets

would be higher than the current San Francisco
charges.

Under the proposed new tariff the wharfage rate on
coastwise freight would be a straight 15 cents a ton.
The present exceptions for certain commodities would
be eliminated. The elimination of the exceptions would
affect only from 10 to 25 per cent of the coastwise
traffic, it is estimated.

The wharfage rate on intercoastal shipments would
be increased from 15 cents to 25 cents a ton. On bulk
commodities moving directly between ships and rail cars
or conveyors without using a dock, the charges would
be increased from 5 to 10 cents a ton. On lumber, the
charges would be increased 10 cents a 1,000-board feet
bringing the charge for soft woods to 25 cents a 1,000-
board feet and for hard woods to 35 cents.

New England Cities Acquire Many New Industries

In response to a questionnaire jointly issued by the
New England Council and the Engineering Societies of
New England, Inc., a preliminary examination of the
replies shows that plant renovation and expansion pro-
grams are being carried out in all major lines of New
England industry, that there is an expectation of im-
proved business conditions, and a general determina-
tion to meet increased demand and future competition.
Many New England industrial communities are engaged

EAU CLAIRE, WIS.

SIoux

Storage & Forwarding Company
Warehousing & Distribution

One of the finest in the State
Licensed & Bonded

113-119 S. Dewey St.

Eau Claire, Wis.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway
Merchandise Distributors and Household Goods
Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery
to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities; Private Siding CB&W.

Wood Pulp a Specialty. Pool Car Distribution.

Members of MayWA—WisWA

MADISON, WIS.

Established 1895

The Union Transfer & Storage Co.

State Bonded Warehouse on Private Switch

Fireproof Building 85,000 Square Feet

Pool Car Distribution by Truck or Rail

Private Siding Milwaukee Road

Free Switching All Roads

Member of A.W.A.—Wisconsin W.A.



MILWAUKEE, WIS.



in Milwaukee

United States Government
Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

Division of P&V-Atlas Industrial Center

710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN

Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street

San Francisco—625 Third Street

MILWAUKEE, WIS.

LINCOLN

FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE RAILROAD SIDINGS

OF EVERY DESCRIPTION AND DOCKING FACILITIES

LOCATED IN HEART OF BUSINESS DISTRICT

OFFICES: 206 W. HIGHLAND AVE.

Member of A.W.A.—W.W.A.—N.F.W.A.



in active programs for rehabilitating their present industries and replacing those lost through migration or failure.

In some of the larger communities, local industrial development committees have been formed, in conjunction with chambers of commerce. These industrial plant sales campaigns already show definite results, and many new industries have been secured.

**Bressman, Newark, N. J., Leases
Entire Building**

The Bressman Moving & Storage Co., Newark, N. J., is negotiating to lease the entire building at 280-288 Badger Ave. for storage purposes. The first floor of the building which the company leased May 1 has been more than half filled by orders received since that date. The space now occupied includes a mothproof vault.

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

850 Foot Dock

HANSEN
STORAGE CO.

Largest in Wisconsin

18 Warehouses

Specializing in—

Merchandise Distribu-

tion and Complete

Branch House Services

TRACK CAPACITY FOR 50 CARLOADS

DEPENDABLE

EXPERT

QUICK SERVICE



MILWAUKEE, WIS.

NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET

Tel. Mitchell 5644

Milwaukee's most modern and best located Waterfront Warehouse.
Automobile storage. Warehousing on unit basis for spot stocks. Storage
"In transit". Pool car distribution, Customs Bonded.

Member of A.W.A. & W.W.A.

MILWAUKEE, WIS.

* AN ASSOCIATED

"MILWAUKEE'S
FINEST"

NATIONAL WAREHOUSE
CORPORATION

Serving the Nation's
Leading Shippers



EVERY PHASE OF
GENERAL
MERCHANDISE
WAREHOUSING
and
DISTRIBUTION

—C.&N.W.R.R.
Sidings—

OUR PROPERTIES—BONDED—RESPONSIBILITY

New York Office.....Tel. Murray Hill 9-7645

Chicago Office.....Tel. Franklin 6263

Member—American Warehousemen's Ass'n.

RACINE, WIS.

*In
Racine!*

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—
Packing—Shipping

RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY
1 to 7 Main Street, Racine, Wis.

WAUKESHA, WIS.

HAROLD T. ORR, Pres. & Mgr.

ORR TRANSFER & STORAGE CO.

212 W. SAINT PAUL AVE.

STRICTLY HOUSEHOLD GOODS STORAGE

MACHINERY MOVING AND ERECTING

DISTRIBUTE POOL CARS

Ship via C. M. & St. P. Ry. - Yellow Truck Lines, Inc. - CARGO INSURANCE

Member, North American Van Lines, Inc.

CASPER, WYO.

CASPER TRANSFER & STORAGE CO.

P.O. Box 1953

Casper, Wyoming

Warehouses at the Corner of
Beech & "C" and 1st & Market

Merchandise—Household Goods
Storage and Distribution

For the convenience of shippers, this section is arranged geographically

CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE JOHNSTON National Storage, Ltd.

STORAGE — CARTAGE
FORWARDING — DISTRIBUTING

You Can Buy No Better Service

LONDON, ONTARIO

FIREPROOF WAREHOUSES LIMITED

Merchandise storage and distributors. Furniture storage with local and long distance cartage service. Siding from C.N.R. and C.P.R., with interswitch from Michigan Central. We own and operate two fireproof constructed warehouses with low insurance.

TORONTO, ONTARIO

Tippet-Richardson, Ltd.

Furniture Storage — Crating and shipping — Long distance moving.

218 Front St., E., Toronto, Ontario

C. F. B. Tippet, Pres.

Howell Warehouses, Ltd.

General merchandise storage and distribution. Soliciting American accounts doing business in Canada.

TORONTO, ONTARIO

W. J. PICKARD, Ltd.

369 Church St.

PACKING—MOVING—STORING—SHIPPING
OF HOUSEHOLD GOODS

TORONTO, ONT.

M. A. Rawlinson, Pres., J. H. Warren, V. Pres.
& Mgr.

M. RAWLINSON, Ltd.

Established 1886
610 YONGE ST.

Seven Buildings to Meet All Requirements for
Modern Storage and Distribution

Customs Bonded. Pool Car Distribution. Household Goods Transferred. Motor Truck and Team Service.

Members of CanS&T—NFWA—BAIFR—FWRA—TC&W

May Record at Montreal

A TOTAL of 1,051 ships visited Montreal in May this year, thus breaking a record of 11 yrs. In fact, except for the banner year of 1927, when 1,400 ships were there in May, Montreal has never had as many ships as the 31-day period just past. Even May, 1937, is one ocean ship short of May, 1938. In May, 1937, this port had 237 ocean ships; in May, 1938, it had 238.

Ore Shipments by Lakes Off 88 Per Cent

SHIPMENTS of iron ore from upper lake ports in May totaled 1,180,703 gross tons, comparing with 10,043,856 tons in the like 1937 month, a decrease of 8,863,153 tons, or 88 per cent, according to Lake Superior Iron Ore Assn.

For the season to June 1, shipments of ore amounted to 1,441,217 tons, as compared with 13,814,411 tons on the same date last year, a decrease of 12,373,194 tons, or 89 per cent.

Canadian Wharfrage

Both of the rail systems of Canada and the inland water lines serving Montreal have jointly announced that they will not continue to absorb increases in top wharfrage recently fixed by the Canadian National Harbors Board and applying at Halifax, St. John's, Three Rivers, Quebec and Montreal.

The carriers announced that beginning July 15 they will absorb top wharfrage charges up to the extent of the old rates and on a weight basis in connection with through traffic.

BUSINESS LOST BY NOT WAREHOUSING

CONSIDERABLE business is being lost today simply because of inadequate or no stocks at all being carried in warehouses located in the trade centers where sales activity is most apt to develop. The saving on warehousing cost is more than offset by the inability of a concern distant from its customer to get its purchases to him in a specified time. Quite frequently, in such cases, the customer demands delivery in 4 days, the order comes through in 5 days or more, the result being a cancellation.

Fast transportation is not always the answer when goods are wanted in a hurry. The solution to this question is availability in or near the market where such orders originate. Transportation, as reliable as it is these days, can't always be depended on in long-distance schedules to comply with the wishes of some hurried and, perhaps, unreasonable customer. He "wants his goods when he wants them."

When orders are lost by factories distant from their customers, the first thing the customer does is to locate some factory nearby that produces what he wants. Too frequently, thereafter, this new contact retains the business until the factory at a distance manages to again get back into the good graces of the customer. All of this rebuilding is expensive and could have been saved entirely by proper spotting of the product.

The carrying of warehouse stocks is not only good economy, but its small cost as well is nothing more than good advertising. Ask the salesman who loses orders—he knows.

Record Mayflower Move

One of the longest Mayflower moves on record was completed recently when 1,000 cu. ft. were transported from Montreal, Canada, to Martinez, Cal., a distance of 3,075 miles. The load was delivered in just 2 weeks. Meldrum the Mover, Montreal agent, obtained the contract.

National Carloading Leases New Orleans Space

The National Carloading Corp. has leased 15,000 sq. ft. of space in the Louisiana & Arkansas R. R. building, 781 LaSalle St., New Orleans, for use as a terminal and officially opened the new quarters on June 4.

Agreement on Rail Rates Between New Orleans and Texas Ports

An agreement by which rail rates on shipments of malt liquors from New Orleans to Texas ports would be established at 125 per cent of the present rates via the intracoastal canal, which route now carries a major part of the beer traffic between these ports, was suggested by Examiner Claude A. Rice of the I.C.C., in a recommended report made public June 10.

The basis suggested is the basis generally observed by the government barge lines on the Mississippi and Warrior rivers—80 per cent of rail rates. Reduced rates in the suspended tariffs, which were to have become effective Oct. 25, are 17 cents on malt liquor shipments from New Orleans to Gulf ports in Texas—Galveston, Port Arthur, Texas City and Corpus Christi, with a minimum of 65,000 lbs. A rate of 16 cents per 100 lbs., minimum 30,000 lbs., was to have applied on empty containers returned to New Orleans.

Railroads claim the constantly growing competition of the large canal carrier traffic and the rivalry of water-carried traffic make lowered rail rates imperative. The New Orleans Joint Traffic Bureau has suggested a spread of about 20 per cent to make rail rates about 125 per cent of water rates.

The establishment of the proposed rates, Examiner Rice stipulates, would be contingent upon canal carriers publishing and maintaining uniform dock-to-dock rates, filing their rates with the I.C.C. for the information of all shipping interests.

Car Loadings Advance 51,230 to 553,854

Loadings of revenue freight in the United States for the week ended June 11 totaled 553,854 cars, according to reports filed by the railroads with the Association of American Railroads and made public June 17. This was an increase of 51,230 cars above the preceding week this year, 196,646 cars fewer than the corresponding week in 1937 and 132,789 cars below the same period 2 yrs. ago. This total was 73.25 per cent of average loadings for the corresponding week of the 10 preceding years.

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